

# CHEMIST & DRUGGIST

newsweekly for pharmacy

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**Society urges  
changes in  
EC 10 form**

**Problems  
after  
Swann**

**Latest  
amendments  
to BPC**

**Opportunities  
with hair  
colourants**





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# CHEMIST & DRUGGIST

112th year of publication Vol. 195 No. 4758

The newsweekly for pharmacy

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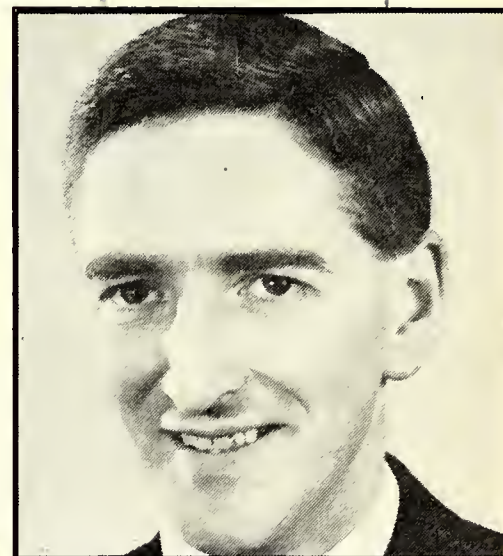
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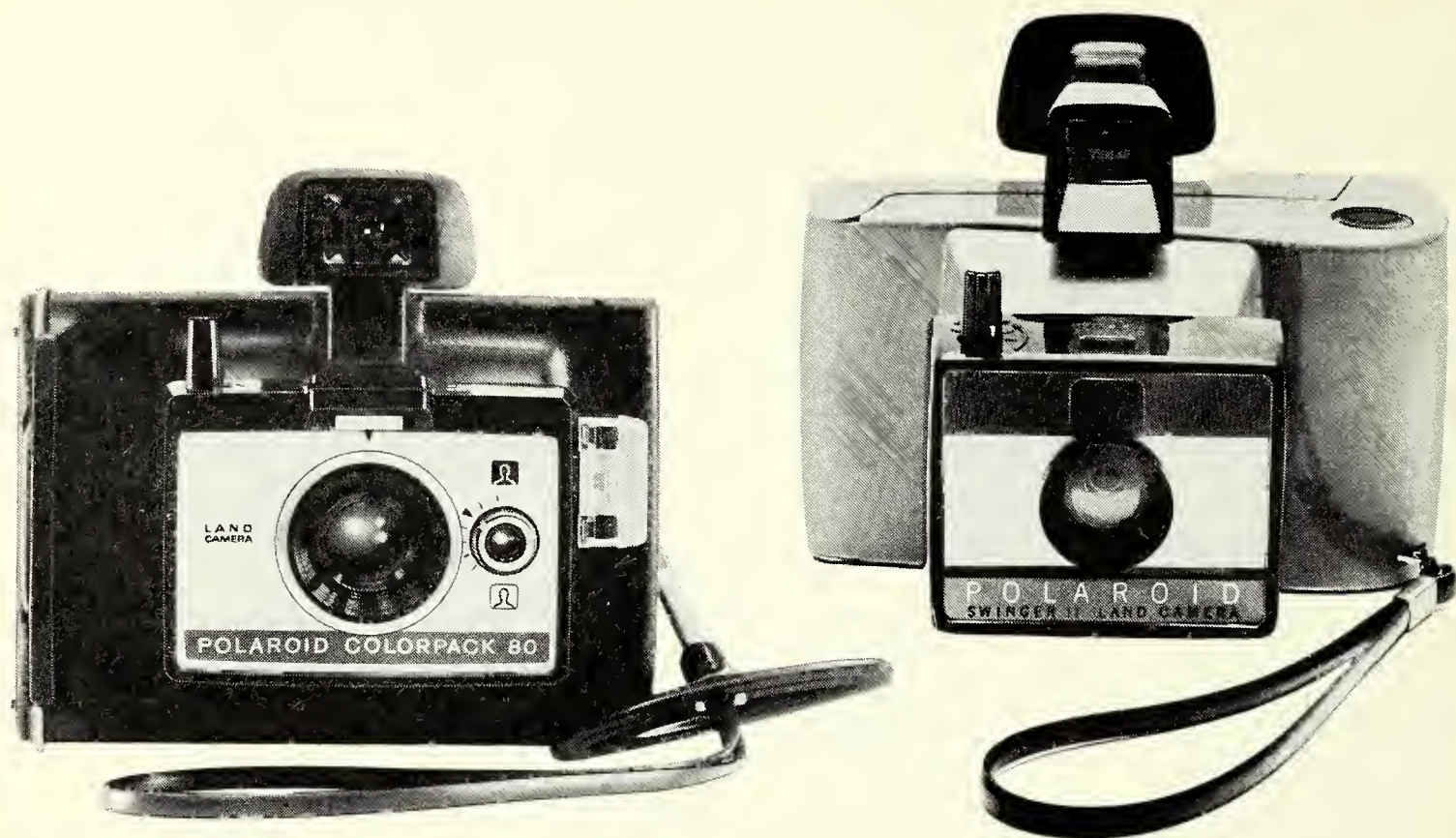
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Mr J. P. Bannerman told the North-western regional conference of the Society's proposals for re-designing the EC10 form (see p 597)



# We're ready to put you in the picture

On the left, Polaroid's new Colorpack 80. It takes, develops and prints a colour picture in a minute and a black and white in seconds. Which is one good reason why a lot of people will be wanting one this summer. Another is that it has the added attraction of the new square format film. On the right, is the Swinger II. It produces finished black and white pictures in seconds. To get them on your shelves, call any of our branches. Delivery secured within a few hours.

## Jaynox Limited

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Leicester. 0533-881359

Sharrocks Street,  
Wolverhampton, Staffs. 0902-26415.

Ebury Road,  
off Lifford Lane,  
Kings Norton,  
Birmingham, 30. 021-458-5447

The Railway Station,  
Port Dinorwic,  
Caerns. 0248-75 403

18/20, Low Green Terrace,  
Southfield Lane,  
Bradford, 7. 0274-72230

Deeside Industrial Estate,  
Queensferry,  
Deeside, Glints. 0244-51-2880



# Society propose changes on EC10 form

A redesigned EC10 form, that would allow prescribers to specify dosage requirements more closely, has been submitted by the Pharmaceutical Society to the British Medical Association.

Announcing this at the second conference organised by the Society's North-Western Region on May 9 (see also p 612) Mr J. P. Bannerman, a member of Council, said that with the advent of increasingly potent medicines it was becoming more important to ensure blood levels of the drug were maintained throughout the 24 hours.

The Society, using hospital treatment charts as a guide, had designed a form with nine boxes corresponding to different hours of the day so that the precise time a medicine should be taken could be indicated.

The traditional Latin abbreviations for dosage were imprecise and a variety of personalised abbreviations were now being used.

Mr Bannerman, who was discussing original pack dispensing, said that, although prescribers could not be compelled to use the system, should they do so there might be a difficulty in reconciling the wishes of the individual with the original pack.

An advantage for pharmacy would be that as dosage would be expressed in terms of days the physician's attention might be drawn to the long term effects of medication.

The comments of the BMA are awaited.

## Wellcome Trust doubles grants

During the period 1968-70 the Wellcome Trust allocated £5½ m to the support of medical research — more than twice the amount allocated in the previous two-year period and nearly one-third of the £18 m allocated by the Trust since it was created in 1936.

In the Trust's eighth report published last Friday the fear is expressed that: "At a time when the importance of research tends to be assessed according to its practical value, it is those centres of the highest quality which, because of their originality, are so in advance of their time that

are most likely to suffer."

The Trust considers that at the present time the major requirement in the universities is for longer term support for groups undertaking important research and have allocated £2 m (35 per cent of total) for that kind of support.

Veterinary Science has been especially selected for development with awards totalling £460,000 being made in the past two years.

## NPU stress general practice as a career

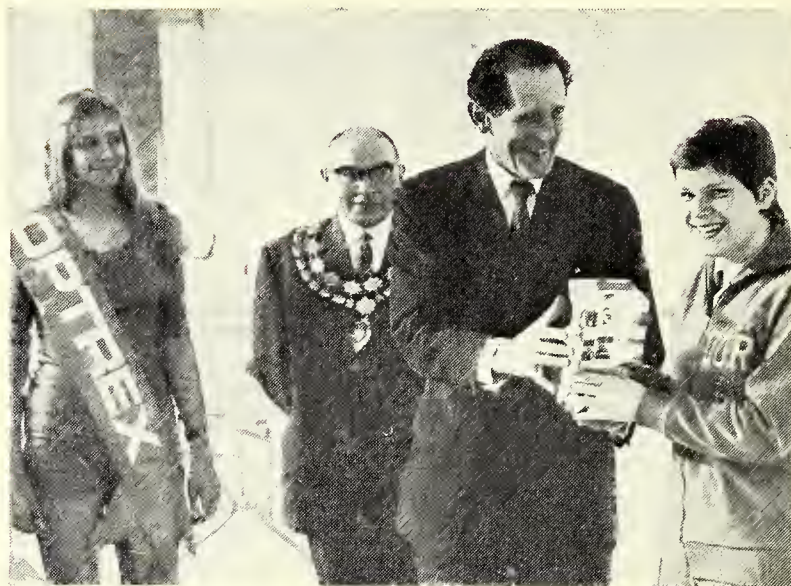
More effort is to be directed by the National Pharmaceutical Union towards bringing the attractions of a career in general practice pharmacy to the notice of the heads of colleges of pharmacy.

That was decided at the April meeting of the NPU Executive, after Mr Crawford Lamb had reported that few pharmacy students were contemplating general practice as a career. Of the students he had spoken to at a reception given by the NPU and the Scottish Pharmaceutical Federation to the British Pharmaceutical Students' Association conference in Edinburgh, only about 1 in 5 appeared to be adopting that course. Of those 90 per cent had said they intended to join one of the multiples.

Agreement was reached in principle to offer speakers for careers conferences at all schools of pharmacy. It had been reported that Mr D. H. Maddock had been invited to speak at a conference for second and third year students at Cardiff university.

The Executive decided, as a result of members' requests, to ask manufacturers' organisations to recommend their members to price in units.

It was decided to seek clarification of several points concerning the proposed licensing provisions under the Medicines



Mr H. M. Seward, managing director of Optrex Ltd, Perivale, presents the Optrex Trophy to Miss Helga Lindner, captain of the East German swimming team, after their decisive victory over Great Britain, at Coventry recently. The two nations met to compete for the trophy which was specially designed for the occasion. With Mr Seward and Miss Lindner are the president of the Amateur Swimming Association, Mr T. A. Thorndale, and Miss Optrex, Lesley Mason from Bethnal Green

Act 1968 from the Departments of Health and Agriculture.

A reception is to be held at Mallinson House on June 23 for the 30 delegates to the Commonwealth Pharmaceutical Association.

## Meeting with Sir Keith

Sir Keith Joseph has invited various pharmaceutical organisations, including the National Pharmaceutical Union and the Pharmaceutical Society to set out their objections to the cost-related charges scheme. He is arranging a discussion meeting.

## Administering cost-related

"We realise fully the anxieties of dispensing chemists at the speculative reports on our tentative proposals for a cost-related prescription charge scheme."

That assurance is contained in a letter sent by the Department of Health and Social Security to Mr M. E. James, director N. Quenby Ltd, Canvey Island. Mr James had written to Sir Keith Joseph expressing apprehension about the scheme and its administration (C&D, April 24, p 515).

The Department's reply goes on to state: "We have yet to

decide finally the best method to adopt, and the Secretary of State has given his assurance that no changes will be made without prior and full consultation with the representatives of the professions.

"We are not, of course, unmindful of the value of chemists' time, and are keenly conscious of the need to keep administrative arrangements as simple as can be devised.

"What we have in mind involves the use of a booklet about the size of a Drug Tariff and a chart approximate in size to twice this letter paper" (ie, slightly larger than this page).

## Aylesbury motion "explained"

The Aylesbury Branch of the Pharmaceutical Society has written to secretaries of other branches to explain the meaning of one of its two resolutions for the Branch Representatives' meeting on May 20.

The purpose of the resolution, they say, is to "put the power of pharmacy in the hands of the Society and not the NPU, Chemist Contractors Committee, Guild of Public Pharmacists, etc."

The letter adds that the wording was by Mr C. C. Stevens, an expert on pharmacy law, who had worked in conjunction with them and wholeheartedly supports it.

Reason for the letter of explanation was apparently sparked off by comment in the C&D, March 20, p 327.



# Makers of veterinary medicines come in for criticism

Criticism of a number of manufacturers of veterinary medicines who were "not in sympathy" with members of the Group were voiced at the annual meeting of the Agricultural and Veterinary Pharmacy Group of the Pharmaceutical Society on May 9.

Mr G. V. H. Campbell, Tarbet, deplored what he described as "no common point of contact."

Another member asked if the ABPI members saw any future for the pharmacist as a distributor of veterinary medicines "other than as an ordinary trader."

Mr John Ferguson believed the ABPI attitude was that there were few pharmacists who were really interested in selling veterinary medicines and that the ABPI were not going to stop them, but the members of the Association did not think that there were sufficient interested pharmacists "to do the full job" of distribution.

Mr Campbell pointed out that a manufacturer of a "free sale" preparation would not give him technical information concerning the product. How could the ABPI Veterinary Group justify the claim that there was not enough distribution in such circumstances.

Later, Mr Ferguson suggested the Medicines Act would give an opportunity to rationalise the situation.

Mr Keith Jenkins had said that members should not allow the ABPI to argue that there were too few agricultural or veterinary chemists. "There is an agricultural pharmacist where there is an economic need."

If the ABPI would change its attitude there would be immediately available sufficient pharmacists to undertake the work.

Mr Keith Jenkins suggested the ABPI attitude was ill-founded.

Mr Gilbert MacDonald thought that more companies would "go to the pharmacist" for their distribution, but there would be some exceptions such as "poultry biologicals." However, he foresaw that the oestrogen range of products would be supplied more and more by the pharmacist.

However, he pointed out that there were some 33 companies

in the Animal Health Division of the ABPI and only four restricted their products. "That is likely to come down to three." Mr MacDonald suggested there was a need for a leaflet or booklet on "How to set up a veterinary pharmacy." (See also p 614 and Comment, p 609.)

## More Medicines exempt PT

Purchase Tax (No 2) Direction 1971 issued by the Customs and Excise temporarily exempts further medicines from purchase tax. The effect of the direction, which is operative from May 7, is to make the following additions and extension to the entries contained in the Schedule to the Purchase Tax (No 1) Order 1970 (see *C&D Year Book* p 220). To Head II of the Schedule are added:

7-Chloro - 2, 3 - dihydro - 1 - methyl-5-phenyl-1H-1 4-benzodiazepine hydrochloride;

Flavoxate hydrochloride [Urispas];

Gefarnate [Gefarnil] and Mefruside [Baycaron].

In Head III to the entry relating to "Iron complexed . . . synthetically" is added "whether or not mixed with sorbitol powder" [form of Jectoral].

## Pharmacies in shopping centres

The capital cost of setting up a pharmacy in a new shopping centre — upwards of £15,000 — makes such a project impractical for private chemists, declared Mr G. B. Green, marketing director of Savory & Moore Ltd, at a seminar on "Profits from prime sites", last week.

He argued that in districts where Boots were satisfied with their present position, and did not elect to take space in a new centre, many such developments would find themselves without a pharmacy — unless the rent appeared at-

tractive for any of the half-dozen small chemist multiples seeking expansion.

Mr Green pointed out that the average sales per sq ft of all chemists in 1970 were approximately £1 per week, while the figure for Boots Ltd was £1.55.

Experience, he said, showed that in the most efficient units handling that range of merchandise associated with the chemist, sales at current prices approaching £100 per sq ft per year could be achieved.

The unit sizes necessary for this success were usually ranging in size from 1,000 to 1,500 sq ft. Certain smaller units in city centre areas achieved similar or even higher sales, but future growth to meet rising costs, wider ranges of merchandise and efficient handling of goods or sales, became more and more difficult to achieve in such units. However, any pharmacy achieving those sales per sq ft was almost certainly enjoying a turnover some five times that of the average pharmacy.

Earlier, Mr Graham Hutton, author and economist, told the audience that he foresaw an invasion of Britain's retail and wholesale trade in all consumer goods by foreign concerns, like Makro or Carrefour, "plus an enormous heightening of competition all round."

## NP discussed in Lords

Members of the pharmaceutical profession had agreed to change the ruling convention concerning the labelling of medicines where the prescriber had given no specific directions, the House of Lords was told by Lord Aberdare (Minister of State, Department of Health) on May 10.

He said it was now a matter for discussion between the medical and pharmaceutical professions.

Lord Archibald asked if the Council of the Pharmaceutical Society, the Committee on Safety of Drugs and the General Medical Services Committee were of the same view "What is holding it up?" Lord Aberdare said he hoped it would not be held up much further.

Lord Archibald earlier pointed out that he had been asking questions on this matter for eleven years; he hoped he would not have to go on for another eleven years.

# Sudden death of 'Tiny' Heseltine



Mr Thomas Heseltine, OBE, FPS, member of Council of the Pharmaceutical Society of Great Britain for 21 years and its president in 1953-54, died suddenly at his home, 61 High Green Road, Altofts, Yorks, on Sunday, aged 75.

Mr Heseltine (known to his colleagues as "Tiny") qualified in 1921 and purchased a business in Normanton, Yorks, in 1926.

He joined the Council in 1944, a year in which there were another 39 candidates seeking election. A member of committee of the Leeds Branch of the Society, he was its chairman in 1942-43, and was again elected to that office last year when the British Pharmaceutical Conference was held in the city.

He retired from the Society's Statutory Committee in 1969 after serving on it for 15 years.

His service with the National Pharmaceutical Union was equally impressive. He was a member of the Executive Committee for almost 27 years and its chairman 1943-44. He was the first chairman of the Central NHS (Chemist Contractors) Committee, 1948-51.

In 1966 the Society acknowledged his service to pharmacy by presenting him with the Charter gold medal and electing him a Fellow of the Society. He received the OBE in the New Year's Honours List this year and was due to be presented with the insignia at Buckingham Palace on June 3. (Appreciations from friends and associates, p 601).



## Society's views on Medicines Act licensing

The Pharmaceutical Society is to recommend to the Department of Health that negotiations for the exemption of pharmacists from licensing provisions of the Medicines Act 1968 should be satisfactorily concluded before the date set for licensing to begin.

The Society will also put forward the view that the final date for applications for licences of right should be set at one year after publication of the appropriate regulations. The Society further believes that any transitional provisions such as the operation of licences of right should end one year after the final date of application.

A protest will also be made that the Society and others are being given insufficient time for consideration of proposed regulations.

These decisions were taken at the May meeting of the Council, when consideration was given to proposals for licensing regulations and to the General Sale List.

It was agreed that the Society would not support any move to lessen the degree of supervision required in the pharmacy and to reaffirm its policy on supervision.

## Papers for Guild conference

The following papers dealing with current research in hospital pharmacy will be read at the afternoon session of the conference being organised by the Guild of Public Pharmacists in London on May 22.

"The growth of *Pseudomonas aeruginosa* in peppermint water BP," J. V. Wilson, Nottingham General; "Contamination of peppermint flavoured mixtures of the BPC," Jennifer McKenny, Royal Free; "A study of the aerial microbial contamination of a pharmacy department and its relationship to the method of ventilation," Jennifer M. Boney, St Bartholomew's; "Potential sources of microbial contamination in a pharmacy department (a) label dampers, (b) measures," Rosamund M. Baird, St Bartholomew's; "A comparison of steam distillation and non-aqueous titrimetry methods for the assay of ephedrine hydrochloride tablets," Barbara Hudson, Bath; "Kinetics of dextrose degradation under

autoclaving," B. Jappy, Aberdeen Royal Infirmary; "The examination of amine salts in eye-drops by gas liquid chromatography," N. D. Greenwood, United Leeds; "Hospital Pharmacy Stock Control by Computer," J. Veronica Dewell, Heriot-Watt University; "A survey of the drug information requirements of hospital staff," Irene A. Couper, Glasgow Royal Infirmary; "Business management principles in hospital pharmacy and its application to the Noel Hall report," J. A. Pearse, Chester.

The conference, at Bedford College, London, NW 1, begins at 10 am and the afternoon session, at which the above papers will be read, at 1.30 pm. Applications will be accepted by telephone—number 01-278 2737.

## British goods in Belgium

With talks on the United Kingdom's possible entry into the European Economic Community reaching a crucial stage, a seminar "Europe, in or Out?" was addressed by executives from EEC retail organisations in London recently.

The Belgian contributor said that goods sold in his group contained only a few British products. He suggested as reasons for the poor performance: the difficulty for non-English speaking European buyers to deal with British manufacturers, the printing of descriptions and instructions in English only and slow deliveries.

The share of British goods in his group's total imports ranged between 2½ and 3 per cent, according to store. Toilet products accounted for 1½ to 2 per cent of British imports.

## NEWS IN BRIEF

□ Six members of staff of Evans Medical Ltd, Speke, Liverpool, received long-service awards in recognition of 40 and 25 years' service with Evans and sister Glaxo Group companies, at a staff dinner on May 7.

□ More than 70 firemen fought for nearly an hour to prevent flames spreading to tanks containing inflammable solvents after fire broke out at Dista Products Ltd, in Fleming Road, Speke, on May 6. Smoke started pouring from a 30-ft high cooling tower and the flames spread to two others.



Orders being completed in the "ethical" pharmaceutical section of the new Jaynox warehouse at Newstead, Stoke-on-Trent. In the background can be seen the automatic carrier system

# COMPANY NEWS

## Barclay's plans for bulk buying

Barclay & Sons, the pharmaceutical division of Barclay Securities Ltd, have established a group central buying depot at King Street, Stoke-on-Trent, in premises recently vacated by their subsidiary, Jaynox Ltd. The company is currently building up stocks of over-the-counter lines, and by buying in at the best possible terms from the manufacturers, Barclay say they will be able to pass on to their customers the discounts and bonuses, etc, so that retail pharmacists will be able to compete with the keenest opposition.

This information was given last week by Mr Clive Martin, Barclay's group purchasing manager, to customers who had been invited to see over the new Jaynox warehouse at Newstead Industrial Estate. Mr Derek Harris (general manager, Jaynox), welcomed the guests, amongst whom was Mr C. E. Turner, secretary of the North Staffordshire branch of the Pharmaceutical Society for the past 21 years.

The new depot with conversion area of 20,000 sq ft became fully operational a few weeks ago when an automatic carrier system installed began working. This carrier system enables orders to be carried out even more quickly than before; the carriers stop at pre-

arranged stations in the different sections of the warehouse and the items requested are put on the carrier and then directed on to the next station needed until finally the items are packed and made ready for despatch by one of the 16 vans.

## Competing for cosmetics

South Africa's R15 m-a-year cosmetic industry is the battlefield of 47 competing houses. At their head, firmly entrenched as the market leader, are Revlon, with sales of R3-8m. in South Africa.

Revlon's profits, at more than R1 m a year, are bigger than any of their competitors, and their sales twice the size of their nearest challenger. Some way behind Revlon are a string of other international houses such as Helena Rubinstein, Elizabeth Arden, Max Factor, Yardley and Coty. After they have taken their slice of the cosmetics business less than 40 per cent of the market is left for the other 41 competitors.

Here the profits are hard to find. The cosmetic industry in South Africa has slowed down to a growth-rate of about 9 per cent a year — which is still higher than in most other countries. In a market with that growth-rate Revlon, now in their seventh year as market leader, are still claiming a share from their competitors. Last year their sales rose by 40 per cent. Of the other big houses, Coty have been one of the few to increase their share in the face of Revlon's growing market dominance. Many of the others have seen sales drop, or, at best, remain static.

*Continued on p 600*



## LRC make £4m profit

**LRC International Ltd** made an estimated £4m profit before tax in the year ended March 31 compared with £3m for the previous year. The board expects a final dividend of 24 per cent to give a total of 40 per cent (37½ per cent in 1970).

## In brief

**Dixons Photographie Ltd:** Pre-tax profits of at least £825,000 are forecast for the year to May 1 (last year the figure was £226,000). A one-for-one scrip issue is proposed and a final of 8 per cent is intended on the enlarged capital, to raise the effective total from 10 per cent to 15 per cent.

**Jordan of Oslo** have won the Norwegian Export Council's export award for 1970, it was announced this week. The award, which is given to only one company each year, was presented in recognition of the outstanding growth of Jordan's world sales of toothbrushes during the year.

**Associated British Maltsters Ltd:** Contributions from the chemicals and bio-chemicals and also flavouring essences showed an "encouraging increase" in the first half of the company's fiscal year ended January 31. The improvement should be maintained during the second half of the year, state the directors.

**Boots Pure Drug Co** have made a gift of a company van to the WRVS for use as a mobile shop, to serve hospital patients, especially old people and the mentally ill, within a 25-mile radius of Nottingham. The van will make regular visits to hospitals with no shops of their own and the WRVS is to start the service this month. Items for sale will include cosmetics, toilet requisites and confectionery.

**National Starch & Chemical Corporation** of the US report net sales for 1970 valued at \$134.94 m (against \$128.06 m in 1969). Income before taxes is \$17.5 m (\$16.7 m) and after tax \$9.4 m (\$8.39 m).

**Du Pont Fotowerke Adox GmbH** of Frankfurt/Main and **Fotokemika** of Zagreb, Yugoslavia have signed a licence agreement giving the latter the "know-how" for manufacturing black-and-white amateur photographic films in its own plants in Yugoslavia.

# PEOPLE

**Mr K. W. Hargrove, MPS**, who joined Manesty Machines Ltd in 1955 as chief chemist and subsequently held the post of publicity and technical service manager, leaves the company at the end of May. His new address is 78 Kings Hill, Bude, North Cornwall.

**Mr "Sandy" Matheson, MPS**, 29, has been elected provost of Stornoway—the youngest in the history of the town. He joined the town council only four years ago and last week came second in the poll when he sought re-election after holding office as burgh treasurer. He is chairman of Stornoway Pier and Harbour Commission and of the chamber of commerce.

**Dr D. G. Wibberley**, a former reader in the Department of Pharmacy at Aston University has become their first Professor of Medicinal and Pharmaceutical Chemistry.

Professor Wibberley came to Aston in May 1966 after directing research at the School of Pharmacy, Sunderland. He previously had wide experience as a research and development chemist in the pharmaceutical industry.

He is at present investigating the biological properties of heterocyclic compounds which may be of use in the treatment of cancer and arthritis.

# Appointments

**Richard Hudnut Ltd** have appointed Mr D. A. Cowie sales manager of their consumer products division.

**Lenthérie Ltd:** Mrs Audrey M. Nelson has been appointed technical manager, with additional responsibility for manufacture and quality control, of Germain Monteil, UK.

**Radiol Chemicals Ltd** have appointed Mr D. Spratt representative for Cumberland, Westmorland, Durham, N. Lanes and Northumberland.

**Glaxo Group Ltd:** Mr H. W. Palmer, deputy chairman of the group is to retire from the board on September 30. Mr A. E. Bide will succeed him as deputy chairman on October 1.

**Lilly Research Centre Ltd** have appointed Dr Hayward Camp-

bell, jun., their managing director. He succeeds Dr M. Perelman, who recently returned to the US parent company after being responsible for Lilly's UK research activities for the past six years.

**Procter & Gamble Ltd** have appointed Mr J. W. Nedell their managing director. Mr Nedell succeeds Mr A. D. Garrett, who was appointed managing director in 1969. Mr Garrett has been appointed general manager of Procter & Gamble Italia.

**Dorothy Gray Ltd** have appointed Mr Barrie Crisp their sales manager, and Mr Richard Elliott, products manager. Mr R. D. King, based at the company's Eastbourne premises, now has the title of new product development manager, although his responsibilities are unchanged.

**Gillette Industries Ltd.** Mr Bill Turner, formerly southern regional manager, has been appointed to the newly-created position of national accounts manager. Mr Nick Smith, northern regional manager for the past two years, replaces him as southern regional manager and Mr David Bradley, area sales manager for Yorkshire, has been promoted to northern regional manager.

**Culpeper Ltd:** Mrs Dorothy Fowler has been appointed managing director.

## Deaths

**Gamble:** on May 5, Mr H. W. Gamble, OBE, MPSNI (see *C&D*, May 8 p 562).

**Mr J. Paul**, president of the Pharmaceutical Society of Northern Ireland, writes: The sudden death of Mr Gamble came as a great shock to all his friends. On the previous Monday evening he had attended a meeting of one of the Council's committees and seemed in good health.

Herbie Gamble was one of a number of young pharmacists responsible for the formation of the Associates' Section of the Ulster Chemists' Association, an employee section within an employer association. That body has over the years performed most useful work in improving the salaries and conditions of employees.

In 1946 Herbie was elected to the Council of the Society and was its president 1950-52. It was during his term as president that the Council assumed responsibility for the Northern Ireland Chemists' Benevolent Fund and the present healthy state of the fund is largely due to his initiative in seeking

support from the members, when retention fees are being paid. During almost twenty-five years of Council membership he missed very few meetings apart from periods of illness.

His clarity of thinking and reasoning made him an outstanding contributor in any decision, he did not rush to hasty conclusions but waited until the facts were made known before offering an opinion. However much he disagreed with views expressed he never raised his voice and I cannot recall ever seeing him angry. He could win over opponents by agreeing with them so far and then pointing out their errors.

His colleagues often wondered how he found time to conduct a pharmacy. Great demands were made on him, not only by his membership of the Council, of the UCA executive, the local Pharmaceutical Committee and the Northern Ireland General Health Services Board, but by the request for information and help from other pharmacists. He always gave every help he could, it is not surprising that his circle of friends extended beyond Northern Ireland.

We in the Council have lost a gifted pharmacist and a friend but the memory of his example will long remain.

**Mr W. H. Boyd** writes: With the death of Herbie Gamble, Northern Ireland pharmacy has lost its most outstanding personality. Since the foundation of our Society no single man has had such a complete knowledge of the many facets of our profession or given such dedicated service to it.

He has graced every position he was called upon to fill with dignity, tact, and untiring patience and one was assured of the best outcome of any situation when he was in command.

He was equally enthusiastic on the social side and it was rare indeed for a pharmacy function to take place in the North without his genial presence. Nevertheless, at some stage of the evening he was often to be found in a secluded corner trying to unravel the tangled ideas of some bewildered and bedevilled chemist's zealot. To many of us in the North of Ireland he was not only a worthy colleague but a sincere and valued friend. To me personally, his passing has been a shattering blow, for to share one's joy or to lean on in adversity, no man ever had a better friend.



**Heseltine:** On May 9 Mr Thomas Heseltine, OBE, FPS (see p 598).

Mr Harry Steinman writes: This is the most difficult thing I have ever had to write in my life. Only a day after hearing the sad news of "Tiny" Heseltine's death, how does one write of a man who for 30 years contributed so magnificently to the political life of his chosen profession? How does one write of a man who became a legend in his own lifetime? I first met "Tiny" during the dark days of the war, April 1941, when I joined the National Pharmaceutical Union Executive Committee.

So began a friendship that went on through the war years and the peace years and through trials and tribulations in the political field. Even differences of opinion never threatened what I referred to at the NPU golden jubilee dinner as one of the jewels of friendship I greatly prized.

Whenever we met, and that was fairly frequently, he inquired of those he knew and then proceeded to discuss every item of the political scene. To many he was a guide, a philosopher and friend, really a friend, and there will be many who mourn his passing. In the international field, he was our first representative on the bureau of the International Pharmaceutical Federation and even in the capitals of Europe, everybody knew "Tiny."

He knew that fame is a vapour; popularity, an accident; that riches take wings; that those who cheer today will curse tomorrow and that only one thing endures. Character is the diploma that God gives man.

"His life was gentle, and the elements

So mix'd in him that Nature might stand up And say to all the world, 'This was a man!'"

In this hour of trial our sympathy goes out to his widow, Dorothy. Her loss is shared by many real friends, friends who will remember "Tiny" as long as they live.

Mr Eric Brocklehurst writes: Mr Heseltine's death will be very sad news for many pharmacists. "Tiny" spent a large part of his life looking after the interests of pharmacists generally, but particularly those in difficulty and distress.

I joined with him on the NPU Executive in 1938, and then on the Council in 1944, so was in a special position of seeing and appreciating his

sterling work for his fellow pharmacists. "Tiny" was fearless and forthright in his words and actions, and sternly critical of anything doubtful or sham.

He possessed considerable negotiating ability, which benefited pharmacy throughout these years, and he was responsible for several innovations.

He will be remembered for his war work, when as secretary for the West Riding Pharmaceutical Committee, he was responsible for maintaining a pharmaceutical service in that area, for his chairmanship of the Central NHS Contractors' Committee, for his work for the Benevolent Fund and Birdsgrove House, as well as his service on many national and international committees.

As one who was privileged to work with him for more than 30 years, I would pay a tribute to an outstanding pharmacist, who richly earned the many honours bestowed on him. To his widow, Dorothy, his many friends offer their sincere sympathy.

Mr W. Howarth and Mr K. R. Rutter write: The sudden death of Thomas Heseltine filled many pharmacists in the Leeds district with a sense of shock and deep sorrow.

"Tiny" loved life; he loved his chosen profession; he always took an interest in the "under-dog" and in the words of his life-long friend Harry Steinman he was a "bonny fighter, a fair opponent, undefeated in service, extremely kind in his personal relationships and outspoken whenever necessary."

At branch meetings he always welcomed and assisted new members, and the forcefulness of his character influenced branch policy.

Many young pharmacists are appreciative of the help and guidance he so readily gave.

"Tiny" was a tireless worker for what he believed was best for his profession. His work for the Society, the NPU and the National Health Service must always be appreciated by our members.

Outside pharmacy he had a long association with the National Savings and road safety movements, the British Legion and the special constabulary in which he was divisional commander.

To Mrs Heseltine we offer, on behalf of all Yorkshire pharmacists our sincere sympathy and thank her for the support and encouragement she has so readily given to her late husband over many years.

## Topical reflections By Xrayser

### Things as they are

In the course of a thoughtful and thought-provoking inaugural address to the University of Aston, Professor M. Brown said: "Much of our questioning is about the means of keeping things as they are, or even about how to get back to things as they were." Looking back over half-a-century, the statement struck me with considerable force.

There has, of course, been change — it could not be otherwise — and we can no more stem the advance of progress than the celebrated Canute could halt the tide. (Why Canute should be remembered mainly for that demonstration and Alfred for his lack of skill as a baker I have never quite understood.) But I periodically find it salutary to remind myself that, during my career, I have been compelled to come to terms with two vividly contrasting ages, for I have had to attempt to reconcile in my working life, Galen and Fleming.

I have made pills; I have stewed decoctions; I have percolated tinctures; I have spread blisters; I have filled the pharmacy with the aromatic odours of fresh infusions; I have — but there is no need to go on; there are others who can fill the blanks.

But we were, at that time, individualistic to a degree and largely independent of the manufacturer. Little had changed in the space of a hundred years, and the art of pharmacy was not fettered, as today it must be, to the products of the research laboratory and the output of the machine. There can be no going back, nor can we keep things as they are.

The pharmacist remains, as Professor Brown reminds us, directly responsible for the potency and safety of medicine, and that is something that has not changed with the passage of time. Indeed, the increased potency has brought with it heightened responsibility, and it remains the duty of the teacher to see that the product of today's educational programme is equal to the occasion.

#### A long chain

Professor Brown rightly stated that the difference from the old is that the unity is not seen in the daily work of each pharmacist but in the unity of the comprehensive, continuous and collective responsibility of the whole profession. And to that end I agree with the professor in his plea that barriers and isolation within the profession should be broken down.

There is a place at all stages, from the research laboratory to the dispensing bench, in hospital or retail, for the pharmacist's special knowledge and skill, and in whatever capacity he finds himself he is a vital link in a very long chain. That is how he should regard himself, and not as an isolated practitioner.

#### Drugs and museums

I was not particularly impressed with the arguments of Sir Keith Joseph in reply to questions in the House on the subject of cost-related prescription charges. It may seem to him to be a matter for satisfaction that pre-payment certificates limit the total cost of all drugs which might be prescribed to 1p per day. Total cost? I thought there was a card to be stamped.

And was it a sound argument that the scheme was a parallel of schemes already in operation in such countries as Sweden? A similar procedure has been followed to justify charges in museums and art galleries. But as an argument, it is neither sound nor valid. And are future changes to be justified by reference to the United States of America?



# NEW PRODUCTS AND PACKS

## Prescription products

### Brand of l-dopa

Smith and Nephew are introducing Wel-dopa brand l-dopa on May 24, presented as a 500 mg tablet embossed with the coding SNP8 on one side and quarter-scored on the reverse in a pack of 250 tablets (£10.25). (Smith & Nephew Pharmaceuticals, Welwyn Garden City, Herts.)

### Integrin capsules

Winthrop Laboratories have introduced Integrin capsules, indicated for the treatment of anxiety neurosis. Each grey and green capsule contains oxypertine 10 mg. They are presented in packs of 100 (£1.69) and 500 (£8.22). (Winthrop Laboratories, Surbiton on Thames, Surrey.)

### For emotional disturbance

Roche Products announce the introduction of Nobrium capsules for conditions when emotional disturbance is an important component of the patient's overall condition. Nobrium is presented in two strengths, coral and ivory capsules containing 5 mg medazepam in packs of 100 (£1.03) and 500 (£4.50) and coral and black capsules containing 10 mg in packs of 100 (£1.64) and 500 (£7.09). (Roche Products Ltd, 15 Manchester Square, London W1M 6AP.)

## Cosmetics and toiletries

### Adagio handbag spray

Fiona Sands have added to the Adagio range a new 1 g Fragrant Mist aerosol spray (£0.75). The new pack has been added to meet the demand for a special handbag size of the Adagio fragrance (Fiona Sands, Queens Way, Croydon CR9 4DL).

### Arrid Unscented for family

An aerosol deodorant to cater for "both sides" of the family and for women who are allergic to perfume has been introduced by Carter-Wallace Ltd.

The elimination of a distinctive perfume is said to give an additional bonus to those who prefer to use only one favourite perfume.

The potential users of the unscented pro-

duct are being mirrored in the nationwide television commercials which show model girls in studio settings commenting in unscripted interviews on the merits of a deodorant without its own built-in perfume. It comes in three sizes: 130 g (£0.46), 190 g (£0.56) and 255 g (£0.72).

### Sweet Sue repackaged

Repackaged to stimulate further impulse sales are Sweet Sue talc mitts (£0.33) and talc pads (£0.28). Both are ideal travel items because of their lightweight appeal—"no heavy tins to add to an already heavy suitcase." Individually boxed and conveniently packed in individual plastic covers, the talc pads and mitts are also suitable for carrying in a handbag on hot summer days. (Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland.)

### Equipage for men

Equipage is a new range of toiletry products for men from the House of Hermes.

It consists of a refreshing eau-de-toilette, a choice of soothing after-shave lotion or gel, a duo-shave cream which lathers easily and can be used with, or without, a shaving brush, a shaving foam, toilet soap, talc and deodorant. Packaging is in warm brown colour schemes, chunky bottles and sensible stoppers.

The packs are Eau de toilette 4 oz (£3.25), 8 oz (£5.25), 16 oz (£8.00) and 32 oz (£12.50). There is also a 4 oz travel pack (£2.75). After shave lotion is in 4 oz (£2.20) and 8 oz (£3.35) bottles with a 4 oz travel pack (£1.95). After-shave gel for more sensitive skins is in a 4 oz tube (£2.85) and the duo-shave cream (£0.90) is similarly packed. The shaving foam is an 8 oz aerosol (£1.75). There is a 5½ oz toilet soap (£0.95) with an individual polythene container and the talcum powder is a 3 oz puffer pack (£1.25). The deodorant comes in a 2 oz stick (£0.80). There are two gift packs, one containing three 5½ oz soaps (£2.85) and the other a travel pack containing 4 oz eau-de-toilette, 4 oz after-shave lotion and 5½ oz tablet of soap (in container) (£5.65). (Parfums Hermes, 66 Sloane Street, London SW 1.)

### Rimmel's new shades

Delighted with the success of their moisturised lipsticks (£0.30) Rimmel now introduce three darker shades, Lilac Sorbet, Cherry Sorbet and Marron Sorbet. To complement the new lipstick shades they have matched each with its own frosted Opal nail lacquer (£0.33). Dewy lip glosser (£0.18) is available in three new shades: Mocha Gloss, Sugar Gloss and Cherry Gloss.

There is a new frosted water colour eye shadow and liner kit (£0.60) which has the Leaf Frost and the Sky Frost shades which were first introduced last year, and the new Lilac Frost, Damson Frost, Fern Frost and Indigo Frost.

All six shades can be worn as eye shadows and the darker shades can also double up as eye-liners. The kit is completed with a double-ended brush, the blunt shaped head for the shadow, the painted head for the liner.

The shades are also available in individual compacts (£0.18). There is also



a double ended eye shadow/liner duo brush (£0.25).

Other new presentations include compressed eye shadow (£0.15) in darker shades and in individual compacts also. The new shades are Sea, Navy, Fern and Damson; and in cream eye shadow (£0.14), Lilac Opal, Sapphire, Amethyst and Jade.

There is also eye make-up removing lotion (£0.21), anti-shine powder (£0.21), medicated cake make-up (£0.20) and medicated liquid make-up (£0.30). (Rimmel International Ltd, 17 Cavendish Square, London W 1.)

## Sundries

### The Ronson RS 55

Features of the RS 55 Ronson shaver (£11.95) are: body is made in a black Martex finish, giving more positive grip in use. Improved performance; and the super-trim, made to a revolutionary new process, far more efficient in the handling of sideboards and long hairs.

The RS 55 has the large 36-blade cutter and stainless steel foil (with exclusive hexagonal hole configuration) set in a polished chrome headframe. Dual-volt with on/off switch, the shaver has a cord lock and coiled non-tangle flex.

Ronson have developed a dramatic new-style pack which presents the shaver in an upright position against a plush burnished-gold background (Ronson Products Ltd, Leatherhead, Surrey.)



# DON'T GET CAUGHT WITHOUT THEM.

## Marigold Baby Pants.

Marigold is the big name in baby pants. And now, even more than before, they're the ones you should be sure to stock. Because Marigold cater for all your customers' requirements with just two pants. With the launch of new Marigold Threesome it has actually been possible to lower the price of pull-on pants to just 14p for three pairs!

Marigold SNAPPIES appeal has been significantly improved too, with new fully-adjustable snap-fastening, wider waist elastic, and the introduction of four generously tailored sizes.

Send the coupon and we'll send you samples. And you will learn something greatly to your profit! Or if you prefer, telephone Dora Harding at 01-527 2377.



Marigold Baby Pants.  
Please send me samples and further details.  
Send coupon to Advertising Services Dept.,  
LR Industries Ltd., London, E.4.

Name .....

Position .....

Company .....

Address .....

**Another Marigold product  
from LR Industries**



# TRADE NEWS

## Additional indications for Ubretid

The use of Ubretid for post-operative items and intestinal atony, as well as for the previous indication of post-operative urinary retention, has recently been approved by the Committee on Safety of Drugs. Detailed information and dosage recommendations regarding the additional indications is now available from Berk Pharmaceuticals Ltd, Station Road, Shalford, Guildford, Surrey.

## Marigold improvements

Retailers are invited by L.R. Industries Ltd, London, E 4, to send for samples and details of Marigold baby pants which now have an improved snap fastening.

## Relaunch for Freshette

Freshette is to be relaunched by Reckitt & Colman Toiletries Division, Sunnysdale, Derby, to take greater advantage of the market for feminine deodorants. The new Freshette (£0.37) has been reformulated, the perfume modified and the aerosol valve and label design completely changed.

## Ample wholesale supplies

Unigreg Ltd, 15 Worple Road, London SW 19, say that they have been able to arrange for ample stocks of Forceval Protein to be held by all main wholesalers in the United Kingdom. The company has been informed by some members of the public that they have experienced difficulty in getting the product. That situation should no longer apply.

## Replacement hot water bottle stoppers

In response to repeated requests for replacement screw stoppers for hot water bottles, William Freeman Ltd, Staincross, Barnsley are now offering their Suba screw stopper in carded sets of 10, or individually packed in film bags.

Designed to a universal pattern which will fit most screw type hot water bottles, the new stopper is moulded in heat resistant polypropylene.

## Signal 2 from Gibbs

With a series of conferences around the country, Gibbs Proprietaries Ltd, Hesketh House, Portman Square, London W1, have begun a major relaunch of their Signal toothpaste now to be known as Signal 2. New Signal 2 contains sodium monofluorophosphate. The relaunch is based on a new fluoride campaign across the national TV network in an attempt to "set the pace for the rest of the toothpaste market." The marketing strategy is to go for heavy consumer sampling by offering the new brand at significantly reduced prices, 3p, 4p, 6p and 7p off. A



range of display material has the specific intention of putting over the new therapeutic claims for the brand.

## DCL vitamin B yeast tablets

The Distillers Co (Malt Products) Ltd, 12 Torphichen Street, Edinburgh EH3 8YT, have recently re-designed their pack of vitamin B yeast tablets and are using a plastic bottle instead of a glass one (£0.15). Each bottle is packed in an individual carton, 25 to one outer.

## Liquid fruit pectin sales potential

The potential home jam making market comprises 4 million housewives and each is a possible target for the Certo advertising campaign. General Foods remind chemists that now is the time to order Certo from their distributors, Chemist Brokers, 21a South Street, Dorking, Surrey.

## Film wrapping

During recent weeks Parke, Davis & Co, Staines Road, Hounslow, Middlesex have been supplying Euthymol toothpaste film-wrapped in dozens without display outers. This form of packaging is now being extended to Parke-Davis antiseptic shaving cream and to other cartoned products issued by the company.

## Beauty by mail

Outdoor Girl Cosmetics Ltd, Surbiton, Surrey, are offering correspondence courses in beauty to those applying to have their names and addresses placed on the mailing list. The intention is to supply "lessons" every three months, and the information will not only include basic facts about make up and how to use it, "but snippets of fashion information and news about the latest looks in fashion."

## Bonus offers

Cartwrights (Rawdon) Ltd, Lakeside Laboratories, Rawdon, Leeds. Bunty baby-cream. 13 invoiced as 12 (until May 31).

# PROMOTIONS

## Sectovap lantern display

A new display outer presentation is now available to hold 10 units of Sectovap fly killer lanterns from Secto Co Ltd, Shaw Street Works, Blackburn, Lancs.

## Onyx window competition

Because of delays caused by the postal strike the closing date for displays in the Onyx window competition has been extended from May 31 to June 14, 1971. Photographs of entries should be sent to Onyx window competition, Lenthéric Ltd, 17 Old Bond Street, London W1X 4AY to arrive no later than July 2.

## "Breck Buggy" contest

"Win the Breck Buggy" is the theme of consumer competition being run by Cyanamid. Closing date is May 31.

The first prize is an "Invader" Buggy, made by G B Motors of Birmingham, or £600. Consolation prizes of 50 vanity cases are also offered. (Cyanamid of Great Britain Ltd, London, WC 2.)

## Wright's continue campaign

Wright, Layman & Umney Ltd, 43 Clapham Road, London, SW 9, are to continue last year's "Do the Wright thing for your family" Press campaign for Wright's coal tar soap during 1971-72.

Last year Wright's switched to a Press only campaign—previously television had dominated the media schedule—and will continue with Press advertising during 1971-72. Full pages in colour have been booked to appear in women's magazines starting on May 29 and running until March 1972.

## Proteinail pack

Complete hand and nail care is available with a new special offer from Nutress Laboratories. Each 1½ oz tube of Proteinail has attached to it a pack of free nail aids. Inside the pack are four emery boards and four orange sticks "of the best quality." "An ideal holiday line," say Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland.

# ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: Ln, M, WW, A

Body Mist: All except E

Band-Aid washproof plasters: Ln, So, M, G, WW, Sc

Liquid Radox: All except U and E

Macleans: All except E

Milk of Magnesia liquid: Ln, M, Lc, Y, Sc, WW, So, NE, A, We, G

Polaroid cameras: All except E

Steradent: Ln, M, Lc, WW, So, A, U, We, B, CI

Vaseline Intensive Care lotion: Sc, So



# New complete treatment for Athlete's Foot—by Scholl

## 1. TREATING THE CONDITION

**Scholl S.1.** This liquid Borotannic Complex kills any fungus on the skin and penetrates deeply. It is brushed on easily, dries quickly and requires no dressing. Symptomatic relief is almost immediate. A course of fourteen days treatment however, is advisable to deal with the deep seated spores.

## 2. PREVENTING REINFECTION

**Scholl Athlete's Foot Powder.** New Scholl Athlete's Foot Powder was developed as a companion product to S.1 and should be used in conjunction with it—also as a preventative measure against reinfection after the full course of liquid treatment is completed. For dusting on feet and in foot-wear.

Such is the persistence of Athlete's Foot that a recommendation for something new is often sought by the public. These two Scholl products provide a complete course of treatment both new and effective.



**Scholl S.1 (Liquid)** Rec. Retail Price 37p  
**Scholl Athlete's Foot Powder** Rec. Retail Price 20p



# Christmas comes tw



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O  
up at



# WEEKLY CHANGES AND ADDITIONS

## February Quarterly Price List

### THE CHEMIST & DRUGGIST Price List Service

to ensure accurate pricing, look first in this supplement under This Week's Changes and Stop Press followed by the Cumulative Section commencing on p 1. If the price you are seeking does not appear in this supplement, refer to the Quarterly List. Discard earlier supplements.

Trade prices are given per unit unless otherwise stated. Bold upright figures (0.14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Light upright figures (0.14) is a suggested guide. A=Price advanced. R=Price reduced. ●=New entry. D=Delete. C=Correction. =Insert.

	Trade £·p	Tax £·p	Retail £·p
<b>Debut</b> (366 Dendron)			
EF 600 small	3.64dz	1.90dz	0.59
medium	6.10dz	3.19dz	0.99
1200 small	4.56dz	2.38dz	0.74
medium	7.39dz	3.86dz	1.20
large	12.26dz	6.41dz	1.99
<b>Day</b> (705 Kirby)			
immer treatment	3.30dz	—	0.47
<b>I</b> (1113 S & B) existing entry			
<b>I</b> (1113 S & B)			
olognettes 6240	—	—	0.16
family size 6245	—	—	0.54
au de Cologne			
original shape 6001	—	—	4.90
6002	—	—	3.50
6003	—	—	2.30
6004	—	—	1.55
6005	—	—	0.85
decanter 6020	—	—	2.75
mini-bottle 6008	—	—	0.17
trial 6007	—	—	0.30
watch shape 6006	—	—	0.48
metered spray 6021	—	—	1.30
and cream 6572	—	—	0.42
de Cologne			
aerosol 6350	—	—	0.94
flow-on 6352	—	—	0.35
sprinkler bottle 6351	—	—	0.68
cap (I) 6459	—	—	0.25
alcum 6570	—	—	0.35
perfumed 6571	—	—	0.49
asin (1599 Winthrop)			
term (288 Commercial)			
term (1576 CSL)			
ecoline (1336 WJ & C)			
mpoules 100mg 8	0.34	—	0.51
hromycin (746 Lederle) TS			
intramuscular 100mg 10	1.77	—	2.65½
6	—	—	—
ediatric drops 10ml	0.20	—	0.30
hromycin V (746 Lederle) TS			
ediatric drops 10ml	0.25	—	0.37½

	Trade £·p	Tax £·p	Retail £·p
<b>Acidol-pepsin</b> (1599 Winthrop)			
tablets 50	0.20	—	0.30
<b>Acti-Jel</b> (922 Ortho)			
with applicator	0.42	0.11	0.74
tube only	0.30	0.11	0.56
<b>Acnaveen</b> (346 Dales)			
<b>Acnaveen</b> (710 Knox)			
<b>Acnil</b> (1530 Fisons)	25g	1.22dz	0.42dz
<b>Acriflex</b> (34 A & H)	35g	0.11	—
<b>Actomol</b> (649 ICI)			
capsules 5mg	25	—	—
<b>Actron</b> (843 ML)			
tablets 10	1.10dz	0.38dz	0.17
20	1.88dz	0.66dz	0.29
100	—	—	—
<b>AD70</b> (126 Biocos)			
clixir 100ml	0.30	—	0.50
300ml	0.75	—	1.00
<b>Adalin</b> (1599 Winthrop)			
<b>Ad-Pilo</b> (61 APC)			
ophthalmic solution 1%			
10ml	0.30	—	—
<b>Adcortyl</b> (1167 Squibb) TS			
in <b>Orabase</b>			
dental paste 10g	0.48	—	0.72
5g	—	—	—
<b>Adrenapax</b> (868 MC)†			
450g	1.50	—	—
<b>Acrophagyl</b> (1336 WJ & C)			
tablets 48	0.33	0.12	0.62
<b>Afdigyl</b> (1336 WJ & C) †s1			
tablets 50	0.17	—	0.25
200	0.40	—	0.60
<b>After Six</b> (337 Curtis)			
after shave lotion 110cc	5.00dz	2.75dz	0.88
<b>Agfatronic</b> (16 AGL)			
flashguns 160B	—	—	17.58
<b>A.H.G.</b> (810 Maw)			
bovine I	3.50	—	—
porcine I	3.50	—	—
<b>Albamycin</b> (1263 Upjohn) TS			
capsules 250mg 16	1.72	—	—
100	9.00	—	—
tablets	—	—	—
<b>Alberto-Culver</b> (1437 ACC)			
<b>VOS</b> hair spray 75g	2.05dz	1.13dz	0.34
130g	2.89dz	1.59dz	0.48
220g	4.22dz	2.32dz	0.70
<b>Get Set</b> hair spray			
natural hold 120g	1.72dz	0.95dz	0.28
super hold 120g	1.72dz	0.95dz	0.28
for greasy hair 120g	—	—	—
<b>Alepsi</b> (1336 WJ & C) †s1s4A			
tablets 100mg 20	0.13	—	0.20
250	1.40	—	2.10
50mg 30	0.13	—	0.20
gr 0.23 80	—	—	—
<b>Alevaire</b> (1599 Winthrop)			
solution 60ml	0.30	—	0.45
500ml	0.79	—	—
<b>Alfonal</b> (29 Alfonso)			
<b>Lin-O-Saf</b> safflower oil			
10oz	1.36dz	—	0.15
1pt	2.32dz	—	0.26
1gal	1.41dz	—	1.88
<b>Maizy</b> biscuits plain or			
ginger 7oz	1.14dz	—	0.12
corn oil 1pt	2.03dz	—	0.23
1qt	3.81dz	—	0.42
1gal	1.15	—	1.54
with alphium 1pt	2.03dz	—	0.23
margarine ½lb	2.20	—	0.12½
(2dz)	—	—	—
<b>Snow-Queen</b> non-fat			
milk 1lb	3.45	—	0.19
(2dz)	—	—	—
<b>Sun-O-Life</b> margarine			
½lb	1.95	—	0.11
(2dz)	—	—	—

Now the only big-profit-big-volume toilet soap for sensitive skins you can safely recommend.  
**9p & 15p** Nationally Advertised

	Trade £·p	Tax £·p	Retail £·p
sunflower seed oil ½pt	1.24dz	—	0.14
1pt	2.06dz	—	0.23
1qt	3.86dz	—	0.43
1gal	1.22	—	1.63
yeasty savoury spread 6oz	4.16 (2dz)	—	0.23
<b>Algocratine</b> (1336 WJ & C) †s4B			
cachets 8	0.20	0.07	0.37
<b>Aika Cold</b> (843 ML) Harlech and West areas only			
tablets 10	1.39dz	0.48dz	0.19½
<b>Alkadonna</b> (228 Carlton)			
tablets 60	0.19	0.07	—
500	1.37	—	—
1000	2.63	—	—
<b>Alkadonna-P</b> (228 Carlton) †s1s4A			
tablets 60	0.20	0.07S	—
dp 500	1.43	—	—
dp 1000	2.65	—	—
<b>Alka-Seltzer</b> (843 ML)			
tablets 8	0.93dz	0.32dz	0.13
12	1.14dz	0.40dz	0.16
<b>Allenbury's</b> (34 A & H)			
pastilles			
blackcurrant 2oz	1.15 (10/12dz)	0.26 (10/12dz)	0.18
1lb	0.64	0.15	1.01
<b>Allinson</b> (40 Allinson)			
dried yeast 4oz	3.65 (3dz)	—	0.12½
starch reduced rolls			
white or brown 15	3.72 (3dz)	—	0.12½
28	2.14dz	—	0.21½
<b>Alloferin</b> (1074 Roche) †s1s4A			
ampoules 10mg/2ml 10	0.89	—	1.34
6	—	—	—
<b>Almay</b> (39 Almay) existing entry			
<b>Almay</b> (39 Almay)			
complete make-up	0.345	0.18	0.70
compact make-up	0.32	0.17	0.65
refill	0.22	0.11S	0.45
deep mist			
cream cleanser	0.445	0.23	0.90
liquid cleanser	0.345	0.18	0.70
moisture cream jar	0.595	0.31	1.20
tube	0.345	0.18	0.70
night cream	0.445	0.23	0.90
shampoo	0.24	0.09	0.45
skin tonic	0.345	0.18	0.70
dry skin			
gentle skin toner	0.395	0.20S	0.80
extra creamy cleanser	0.42	0.22	0.85
eye care cream	0.37	0.19S	0.75
moisture guard	0.47	0.24S	0.95
night care cream	0.49	0.25S	0.99
eyebrow colour	0.37	0.19S	0.75
eyebrow pencil	0.175	0.09	0.35
eye liner cake	0.295	0.15S	0.60
dew	0.36	0.19	0.73
eye liner liquid	0.345	0.18	0.70
brush	0.19	0.07	0.35
eye make-up remover pads	0.27	0.14	0.55
eye shadow brush-on	0.39S	0.20S	0.80
soft lustre	0.49	0.25S	0.99
superlight trio	0.48S	0.25S	0.98
face powder	0.395	0.20S	0.80
hush blush	0.69	0.36	1.40
lipstick colour moist	0.27	0.14	0.55
pure sheer	0.27	0.14	0.55
liquid make-up	0.29S	0.15S	0.60
mascara	0.41	0.21S	0.83
refill	0.27	0.14	0.55
nail enamel clear	0.17S	0.09	0.35
creme glaze	0.25	0.13	0.50
frosted	0.25	0.13	0.50
remover	0.20	0.10S	0.40
base & top coat	0.17S	0.09	0.35
under eye cover cream	0.37	0.19S	0.75

Specify **Wellcome** \* **Insulins**

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent \*Trade Mark



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
<b>Almevax</b> (208 BW) rubella vaccine ampoules 3	2.85	—	4.28	<b>Anne French</b> (655 ICC) glow 5 mask sachets 1 3	0.62dz 1.54dz	0.34dz 0.85dz	0.10 0.25	<b>Askit</b> (69 Askit) powders trade dispenser 30x3	0.825	0.285	0.03
<b>Aluhyde</b> (868 MC) †s1s4A tablets 500	3.00	—	—	cleansing milk 206cc golden tan 26g Hidden Beauty 2oz	2.95dz 1.27dz 1.16dz	1.62dz 0.70dz 1.19dz	0.48 0.20 0.35	<b>Asmal</b> (901 Norton) †s1s4A (distributors 1545 Vestric) tablets 100 500	0.33 1.32	—	—
<b>Aluphos</b> (1530 Fisons) gel 170ml 2.25l	1.13dz 12.00dz	—	0.14 —	<b>Anskels</b> (1152 SK) 2oz	1.02dz	—	0.12	<b>Aspro</b> (893 Nicholas) tablets 8	1.895 (4 dz)	0.645 (4 dz)	0.07
tablets 50	1.20dz	—	0.15	<b>Antigrippine Midy</b> (1336 WJ & C) suppositories 12	2.08dz	0.763dz	0.30	24	2.575 (2 dz)	0.86 (2 dz)	0.17
<b>Amami</b> (105 BTD) hairspray	—	—	—	<b>Anusol</b> (1310 WVV) suppositories 12	0.48	0.265	1.05	60	2.445dz	0.83dz	0.33
<b>Ambassador</b> (1562 CCL) after shave 80g brilliantine solid 70g Cologne 80g pre-shave lotion 80g	— — — —	— — — —	0.75 0.39 1.00 0.75	<b>Apioline Chapoteaut</b> (1336 WJ & C) capsules 20	0.51	0.19	0.95	120	4.14dz	1.40dz	0.56
Alaska after shave lotion 65cc 113cc Cologne 65cc 113cc	— — — —	— — — —	1.20 1.75 1.50 2.30	<b>Apple Blossom</b> (596 HR) skin perfume 1oz splash Cologne	— —	— —	0.60 0.95	24	0.56dz 1.335dz	0.19dz 0.455dz	0.07 0.18
Leather after shave lotion 113cc Cologne 113cc	— — —	— — —	1.75 2.30	<b>Applefords</b> (57 Appleford) blackcurrant juice 12oz natural lemon juice 12oz	2.24dz 1.70dz	0.49dz 0.375dz	0.25 0.19	<b>Astral</b> (333 Cupal) existing entry <b>Astral</b> (333 Cupal) air fresheners	—	—	—
<b>Ambre Soie</b> (525 Golden) duo-tan aerosol 4.72dz home tan aerosol 2.60dz	— —	— —	0.79 —	<b>Aprotin</b> (227 Erba) diabetic products crispbread 265g semolina 200g	0.49 0.20	— —	0.60 0.30	Junior Bouquet Saniflo	— — —	— — —	0.05 0.08 0.17
<b>Ambre Solaire</b> (525 Golden) oil aerosol 4.72dz	—	—	0.79	Protect-a-Print leader std. 8 sup. 8 Reel-Ups transfer movie wipes 1 2	0.27 0.27 0.20 0.30 0.30	— — — — —	0.40 0.40 0.30 0.45 0.45	bubble pack blocks Apple Blossom, Carna- tion, Honeysuckle, Lavatory Bowl, Magnolia, Rose Petal, Freesia	—	—	0.10
<b>Ampiclox Neonatal</b> (1393 BRL) T5 oral suspension 0.49 drops	— —	— —	— —	<b>Aquamox</b> (746 Lederle) †s4B tablets 50mg 100 <b>Aquamox-R</b> (746 Lederle) <b>Aqua Net</b> (1092 Saga) sachet refill 50cc	2.25 0.34dz	— 0.19 'z	3.38 0.06	Car freshener, Petal Fresh D/A toilet blocks aerosols	— — —	— — —	0.12 0.12
<b>Amylatin</b> (126 Biocos) 30g 0.25 — 0.33	— —	— —	— —	<b>Aquarius</b> (813 MF) after bath powder bath gelee bath silk body gleamer body splash Cologne spray mist perfume essence 1.1878	0.30 0.30 1.0144 0.9406 0.9406 0.9406 0.6667 1.1878	— — 0.555 0.515 0.515 0.515 0.365 0.655	0.45 0.45 2.05 1.90 1.90 1.90 1.35 2.40	Touch of Spring, Floral Bouquets, Freesia super household, Honeysuckle super household, Apple Blossom, kitchen deodorant Nice'n Fresh bathroom	— — —	— — —	0.21 0.31
<b>Amylozine</b> (1153 SKF) †s1s4A Spansule capsules 30 250	0.68 5.35	— —	1.02 8.03	<b>Aquasan</b> (430 Eucryl) toilet cleanser refill <b>Arlief</b> (938 PD) †s4B Kapseals 200mg 50 250	0.30 0.30 1.70 8.18	— — — —	0.45 0.45 2.55 12.27	<b>Athera</b> (851 MHP) tablets 40 100 500	1.30dz 2.80dz 10.70dz	0.48dz 1.03dz 3.93dz	0.19 0.42 1.62
<b>Anaderm</b> (705 Kirby) pile ointment † <b>Anadin</b> (655 ICC) tablets 4	1.25dz 1.06 (4 dz) 0.47dz 1.13dz 2.19dz 3.59dz	0.46dz 0.39 (4 dz) 0.17dz 0.41dz 0.80dz 1.32dz	0.22 0.04 0.07 0.16 0.31 0.51	<b>Armoricaine</b> (1336 WJ & C) powder 2lb 10lb	0.59 2.53	0.22 0.93	1.10 4.71	<b>Atlas</b> (1233 Thorn) Flashcube (I) Magicube (I) Miniflash AGIB (I) Truflash 1B (I)	— — — —	— — — —	0.23 0.29 0.05 0.05
<b>Anafranil</b> (501 Geigy) †s4B ampoules 25mg/2ml 10 50 capsules 25mg 100 500 syrup 25mg/5ml 150ml	1.25 6.00 2.125 10.25 1.925	— — — — —	1.88 9.00 3.19 15.38 2.89	<b>Arocin</b> (851 MHP) capsules 100 200	4.60dz 8.45dz	— —	0.53 0.98	photographic lamps P1/1 P1/2 P1/6 P1/8 P1/9 P1/11 P1/12 P1/13 P1/15 P2/1 P2/4 P2/5 P2/6 P2/7 P2/8 P2/10 P2/12	0.15 0.39 0.77 2.92 3.03 4.51 3.52 2.53 4.02 1.10 0.94 0.94 3.03 5.01 4.51 4.95 5.01	— — — 1.04 — — — — —	
<b>Analgin</b> (901 Norton) †DDI (distributors 1545 Vestric) tablets 100	0.40	—	—	<b>Arrid</b> (235 Carteret) existing entry <b>Arrid</b> (235 CW) anti-perspirant extra dry aerosol standard 130g 190g 255g 130g 190g 255g	2.86dz 3.49dz 4.48dz 3.24dz 3.96dz 5.08dz	1.50dz 1.83dz 2.34dz 1.13dz 1.38dz 1.77dz	0.46 0.56 0.72 0.46 0.56 0.72	<b>Atrix</b> (1164 55L) existing entry <b>Atrix</b> (1164 55L) hand care tin 404 408 426 409 tube 406	0.87dz 1.287dz 2.258dz 7.549dz 1.085dz	0.454dz 0.672dz 1.198dz 4.001dz 0.578dz	0.14 0.21 0.37 1.21 0.17
<b>Ananase</b> (324 Crookes) forte 25 and 250 —											



	Trade £·p	Tax £·p	Retail £·p
o. 134	0.86dz	—	0.11
o. 135	1.05dz	—	0.13
o. 136	1.25dz	—	0.15½
o. 137	1.30dz	—	0.16½
o. 140	2.33dz	—	0.29
o. 142	1.16dz	—	0.14½
o. 144	1.68dz	—	0.21
o. 145	2.11dz	—	0.26
o. 146	2.04dz	—	0.25½
o. 148	3.50dz	—	0.44
Safe (705 Kirby)	18	—	—
lising tablets	100ml	1.13	1.70
rim (1074 Roche) †54B	100	4.40	6.60
ension	500	20.00	30.00
lets			
o. (727 Lane)			
ettes foot lotion	14g	1.55dz	0.57dz 0.25
n salve	7g	0.60dz	0.22dz 0.10
t balm	40g	1.25dz	0.46dz 0.19
	100g	1.90dz	0.70dz 0.30
ene (793 MFL)			
e yeast			
tract	3½oz	1.30dz	— 0.15
	7oz	2.08dz	— 0.23
	11b	3.90dz	— 0.43
w sodium	3½oz	1.40dz	— 0.16
	7oz	2.20dz	— 0.24
	11b	4.20dz	— 0.44
uinol HC (1530 Fisons) T5	15g	2.15dz	— 0.27
mol (179 BDH)			
p			
x of 3			
aron (542 FBA)	50	1.18	0.43 2.20
lets 25mg	150	3.35	1.23 6.26
Brand (1449 R & CFD)			
honey	8oz	1.80dz	— 0.18
caire (430 Eucryl)			
aning fluid	small	1.26dz	— 0.15
	large	3.03dz	— 0.37
	1gal	1.50	— 2.25
tisheen (101 Beautisales)			
ay tonic	141g	0.42	0.23 0.86
sed (901 Norton) †54A			
istributors 1545 Vestric)			
kir	500ml	0.55	— —
	2l	1.90	— —
sym (1074 Roche)			
poules 2ml	10	0.55	— 0.83
	6	—	— —
up	500ml	—	— —
ham's (104 BP)			
s			
envelopes			
lders	8	1.23dz	0.455dz 0.17
	19	2.32dz	0.855dz 0.32
	30	1.015	0.375 0.07
	60	(2dz)	(2dz)
& hot lemon	6	1.23dz	0.455dz 0.17
	30	0.815	0.30 0.09 (2)
lets	16	1.23dz	0.455dz 0.17
	40	2.39dz	0.88dz 0.33
an Specific (1336 WJ & C) †54B			
	100ml	0.43	0.16 0.80
denal (1098 Sandoz) †5154A			
lets	100	0.43	— 0.65
tard	100	0.50	— 0.75
rgal (1098 Sandoz) †5154A			
lets	100	0.83	— 1.25
	250	1.95	— 2.93
	1000	7.50	— 11.25
tard	100	1.45	— 2.18
	250	3.50	— 5.25
ona (312 AC)			
on	150ml	0.206	0.075 0.35
	300ml	0.294	0.108 0.50
	2l	0.941	0.345 1.60
ux (243 Cernelle)			
lti-vitamin tablets	30	—	— 0.45
rva (1074 Roche)			
poules 25mg/1ml	10	0.28	— 0.42
	12	—	— —
	100mg/1ml	0.45	— 0.68
	3 and 12	—	— —
lets 3mg	500	—	— —
	100mg	25	— —
yl (1191 Stiefel)			
am plain, regular or			
rong	30g	0.29	— 0.44
lin (938 PD)			
pectorant	2.25l	1.40	— 2.10
ac (1335Wigglesworth) †			
lets	15	0.88dz	0.32dz 0.14
edrex (1153 5KF)†			
aler			
ine (117 BPL)			
dine (878 Napp)			
ment	60g	0.42	— 0.56
k (631 Hudnut)			
spray			
id	bottle	2.435dz	1.34dz 0.40
het	6	2.315dz	1.275dz 0.38
um aerosol		0.915dz	0.505dz 0.15
		3.225dz	1.775dz 0.53
rol (1336 WJ & C)			
nules		0.38	0.14 0.71

	Trade £·p	Tax £·p	Retail £·p
Big D (1572 DF)			
spot remover	2.04dz	—	0.25
Billesholm (59 Ardente)			
anti-noise ear protection	0.09	—	0.14
ear defender	2.16	—	2.87½
Bilson's (125 TJB) existing entry			
Bilson's (125 TJB)			
nerve food	8oz	2.16dz	— 0.24
	16oz	3.87dz	— 0.43
Beatnic	1oz	6.57dz	— 0.73
Superlex	2oz	1.98dz	— 0.22
Biobalm (851 MHP)	4oz	1.10dz	0.40dz 0.16½
Biocrin (1282 VB)			
treatment shampoo	1.80dz	0.66dz	0.30
biological tonic oil	—	—	—
Bishops (132 AB) existing entry			
Bishops (132 AB)			
caffeine	100g	1.80dz	0.66dz 0.25
	200g	3.10dz	1.135dz 0.45
	500g	6.25dz	2.29dz 0.90
caffeine citrate	100g	1.80dz	0.66dz 0.25
	200g	3.10dz	1.135dz 0.45
	500g	6.25dz	2.29dz 0.90
Carlsbad salts	100g	2.02dz	0.735dz 0.30
	200g	3.40dz	1.245dz 0.50
	500g	6.30dz	2.31dz 1.00
gout Varalettes	36	1.80dz	0.66dz 0.25
	90	3.90dz	1.43dz 0.62
lithium citrate	100g	1.80dz	0.66dz 0.25
	200g	3.10dz	1.135dz 0.45
	500g	6.25dz	2.29dz 0.90
magnesia citrate	100g	1.20dz	0.44dz 0.20
	200g	2.25dz	0.82dz 0.35
	500g	4.10dz	1.50dz 0.70
piperazine citrate	100g	2.50dz	0.915dz 0.36
	200g	3.90dz	1.43dz 0.62
	500g	6.30dz	2.31dz 1.00
pipermag for worms	10g	0.90dz	0.33dz 0.12
potash citrate	100g	2.50dz	0.915dz 0.36
	200g	3.90dz	1.43dz 0.62
	500g	6.30dz	2.31dz 1.00
Urobishop	100g	4.10dz	1.50dz 0.60
Vichy salts	100g	2.02dz	0.735dz 0.30
	200g	3.40dz	1.245dz 0.50
	500g	6.30dz	2.31dz 1.00
Vichy Varalettes	150	2.20dz	0.805dz 0.35
	500	6.30dz	2.31dz 1.00
Bisks (1530 Fisons)			
bacon flake	1 meal	1.17dz	— 0.12½
	4 meal	2.30dz	— 0.25
cream crackers		2.27dz	— 0.23½
digestive sweetmeal		2.47dz	— 0.25
peppermint creams		2.72dz	0.60dz 0.34
water biscuits	4½oz	1.82dz	— 0.19
Bislumina (824 MCP)			
suspension	200ml	0.32	0.12 0.60
	500ml	0.36	0.13 0.67
tablets	50	0.36	0.13 0.67
Bismag (655 ICC)			
tablets	75	1.06dz	0.39dz 0.15
Bismuth Terrial (1336 WJ & C)			
	10	1.29	0.47 2.41
Bismuth Tulasne (1336 WJ & C)			
	10	1.16	0.43 2.17
BiSoDol (655 ICC)			
powder	large	1.75dz	0.64dz 0.25
tablets	30	0.98dz	0.36dz 0.14
	100	2.26dz	0.83dz 0.32
Bisolvon (145 B)			
ampoules 4mg/2ml	5	0.50	— 0.75
Blattanex (96 BA)			
insecticide aerosol			
puffer			
Bleu Marine (Cardin (1131 Shulton))			
eau de toilette	4oz	—	— 3.26
Body Mist (105 BTD)			
anti-perspirant aerosol			
	4oz	2.25dz	1.24dz 0.35
	6oz	2.895dz	1.595dz 0.45
	32cc	1.545dz	0.85dz 0.24
squeeze pack			
old packs			
Boldine Houde (1336 WJ & C)			
granules	50	0.25	0.09 0.47
Bonomint (1037 Reckitt)			
	6	0.48dz	0.168dz 0.07
	16	0.99dz	0.343dz 0.15
Bonzine (333 Cupal) †			
travel sickness tablets	20	1.28dz	— 0.16
Bovril (152 Bovril)			
	2oz	1.17dz	— 0.11½
	4oz	2.14dz	— 0.21
	8oz	3.74dz	— 0.36½
	16oz	6.82dz	— 0.67
Breeze (756 Lever)			
soap toilet	3.036	1.071	0.06½
	(6 doz)	(6 doz)	
bath	2.35	0.829	0.10
	(3 doz)	(3 doz)	
Brocadopa (192 Brocades) †54B			
capsules 125mg	100	1.10	— 1.65
	250	2.60	— 3.90
	500mg	2.16	— 3.24
	100	5.13	— 7.30
	250	4.22	— 6.33
	500mg	10.05	— 15.08
tablets 500mg	100	4.10	— 6.15

	Trade £·p	Tax £·p	Retail £·p
Bronchotone (1295 Wade)†			
100ml	0.17	0.06	0.33
500ml	0.72	—	—
2l	2.50	—	—
Bronnley (194 Bronnley)			
soap eggs	0107	—	0.30
pre-make up	0523	—	0.16
soap Victoriana	—	—	0.35
Bronskels (1152 5K)†DDI			
2oz	1.10dz	—	0.14
Brooklax (1037 Reckitt)			
6	0.48dz	0.168dz	0.07
18	0.99dz	0.343dz	0.15
Brut (446 FI)			
deodorant spray	5412	0.59	0.325 1.30
old pack	—	—	—
Brylcreem (105 BTD)			
dispenser	—	—	—
Buto (128 Biometica)			
hair remover	24g	1.39dz	0.74dz 0.23
	51g	1.99dz	1.06dz 0.33
super with D.I.A.			
lemon lotion			
depilatory	125g	3.41dz	1.82dz 0.55
Buxton (1323 Westmacott)			
Buxton (214 Buxton)			
B'Xtra (175 BCP)			
tablets	18	1.08dz	— 12
Cadum (280 CP)			
soap	toilet	2.31	0.85 0.05
	bath	(6 dz)	(6 dz)
		2.31	0.85 0.7½
		(4 dz)	(4 dz)
Cafdan (588 H & H)			
2.04dz	—	—	0.24
Cafegot (1098 Sandoz) †5154A			
suppositories	6	0.43	— 0.65
	30	1.90	— 2.85
tablets	100	1.90	— 2.85
Cafegot Q (1098 Sandoz) †54B			
tablets	20	0.45	— 0.68
	100	2.10	— 3.15
Calgon (26 A & W)			
carton	12oz	2.64	— 0.15
		(2dz)	
	2½lb	4.20dz	— 0.48
	7lb	10.86dz	— 1.25
Calmurid (1497 PGBL)			
(distributors 1556 Farillon)			
cream	50g	4.50dz	1.65dz 0.70
	100g	8.40dz	— —
Calsept (901 Norton)			
(distributors 1545 Vestric)			
500ml	0.45	—	—
2l	1.63	—	—
old packs	—	—	—
Camay (1010 P & G)			
soap toilet	3.00	1.07	0.06½
	(6dz)	(6dz)	
bath	3.10	1.11	0.10
	(4dz)	(4dz)	
Camcolit (221 Camden)			
tablets 250mg	100	3.90dz	— 0.44
	1000	2.10	— 2.80
Camyna (145 B) entire entry			
Candol (1335Wigglesworth)			
cold sore salve			
Canoe (350 Dana)			
Cologne spray	27cc	0.435	0.233 0.97½
Cantil (824 MCP)			
elixir	25ml	0.30	— 0.45
	100ml	0.76	— 1.14
tablets	50	1.22	— 1.83
	500	11.04	— 16.56
with phenobarbitone			
†5154A	50	1.26	0.46 2.31
Capricci (936 PNR)			
perfume atomiser	R840	—	— 8.01
Carbact (1336 WJ & C)			
tablets	80	0.21	0.08 0.40
Cardophylin (1530 Fisons)			
ampoules I/V			
0.25g/10ml	5	2.60dz	— 0.33
	50	25.50dz	— —
ampoules I/M			
0.5g/2ml	6	2.60dz	— 0.33
	50	21.30dz	— —
suppositories	10	2.40dz	— 0.30
	50	11.70dz	— —
tablets	20	0.65dz	— 0.08½
	100	1.45dz	— 0.18½
	250	2.70dz	— —
	1000	9.00dz	— —
Carnation (339 CG)			
foot powder			
Carnation (1384 CFC)			
instant breakfast foods			
coffee, chocolate, straw-			
berry, vanilla	6	2.625dz	— 0.26
Carresin (293 Cooper)			
Carresin (1377 R & A)			
Carters (235 Carteret) existing entry			
Carters (235 CVV)			
little liver pills	36	1.10dz	0.38dz 0.16
	100	2.06dz	0.72dz 0.30
Catapres (145 B)			
ampoules 0.15mg/ml	5	0.50	— 0.75
tablets 0.10mg	50	1.06	— 1.59
	250	5.00	— 7.50



	Trade £·p	Tax £·p	Retail £·p
<b>C.B.'s (1335 Wigglesworth)</b>			
coltsfoot bronchials	0.65dz	0.24dz	0.10
	1.35dz	0.49dz	0.20
<b>Cecil Wood (1323 Westmacott)</b>			
head tablets	0.70dz	0.255dz	0.10
pills			
back & kidney	1.00dz	0.37dz	0.15
head & stomach	1.00dz	0.37dz	0.15
wind & water	1.00dz	0.37dz	0.15
<b>Cedilanid (1098 Sandoz) SI</b>			
tablets	40	0.23	0.35
	250	1.19	1.79
	500	2.30	3.45
<b>Ceeyes (727 Lane)</b>			
tablets	95	1.85dz	0.68dz 0.29
<b>Celabs (727 Lane)</b>			
tablets	95	1.85dz	0.68dz 0.29
	180	2.85dz	1.04dz 0.45
	480	6.75dz	2.475dz 1.05
<b>Celaton (126 Biocos) existing entry</b>			
<b>Celaton (126 Biocos)</b>			
acne cream	1.00	0.36	2.00
soap	0.50	0.18	0.90
body oil	1.00	0.55	1.93
buerleicithine	250cc	1.15	1.50
	500cc	1.70	2.40
dragees	36	0.65	0.90
CH <sub>3</sub>	60	1.30	1.60
	120	2.05	2.90
	180	3.05	4.00
	240	4.00	5.00
	480	7.00	9.00
day moisture	1.00	0.55	2.05
face lift	1.00	0.55	2.03
hair tonic cream	0.50	0.27	1.15
hair treatment	0.40	0.22	0.80
instant relief	1.10	0.60	2.20
Kum foot	0.30	0.11	0.60
lotion	0.10	0.055	0.20
milk cleanser	0.50	0.27	1.10
night star cream	1.30	0.70	2.50
magic	2.80	1.50	5.00
PK7	0.40	—	0.80
placental ampoules	1.50	0.55	3.30
placenta cream	1.00	0.55	1.93
oil	0.60	0.33	1.45
soap	0.35	—	0.50
rejuvenation tablets	120	1.51	0.42 2.15
	240	3.02	0.84 4.17
rinse	0.10	0.055	0.20
shampoo new	0.10	0.055	0.20
special tablets	120	1.77	0.47 2.55
	240	3.45	0.93 5.00
<b>Cellogen (385 DG)</b>			
hand cream	55cc	0.50	0.275 1.06
<b>Celtex (1164 SSL) existing entry</b>			
<b>Celtex (1164 SSL)</b>			
sanitary belts			
adjustable	0.995dz	0.135dz	0.12½
slimline	0.984dz	0.134dz	0.12½
sanitary towels			
super soft	12	1.412dz	— 0.14½
	18	2.043dz	— 0.21
	30	3.309dz	— 0.33½
<b>Cephos (104 BP)</b>			
powders	8	1.23dz	0.453dz 0.17
	60	0.905	0.335 0.05 (2)
tablets		1.23dz	0.455dz 0.17
<b>Cernitin (243 Cernelle)</b>			
skin care products			0.60
special tablets	30	—	0.35
	100	—	0.82½
	250	—	1.80
	500	—	3.45
	1000	—	6.00
wound ointment	30g	—	0.25
<b>Certor (786 Macdonald)</b>			
gauze swabs			
3in x 3in—8 ply	100	0.35	—
<b>Cerumol (718 LAB)</b>			
eardrops	11ml	0.15	0.20
	55ml	0.32	0.43
old formula	—	—	—
<b>Cetadol (1091 Rybar)</b>			
syrup	50ml	1.60dz	0.20
<b>Cetiprin (678 Kabi)</b>			
(distributors 1545 Vestric)			
tablets 100mg	50	0.84	1.26
<b>Chapstick (1071 Robins)</b>			
		1.90	1.05 0.16
		(2 dz)	(2 dz)
<b>Charabs (727 Lane)</b>			
tablets	95	1.85dz	0.68dz 0.29
	180	2.85dz	1.04dz 0.45
	480	6.75dz	2.475dz 1.05
<b>Chilban (436 Evans)</b>			
<b>Chilvax (175 BCP)</b>			
tablets	24	1.13dz	0.41dz 0.16
	48	1.91dz	0.70dz 0.27
	100	3.66dz	1.34dz 0.52
<b>Chloromycetin (938 PD) T5</b>			
veterinary			
Kapseals	0.25g 100	3.71	5.56½
	1000	35.75	53.62½
packs of 12 and 500	—	—	—
ophthalmic ointment	0.08	—	0.12
succinate vial	1g	0.37	0.55½
	250mg	—	—

	Trade £·p	Tax £·p	Retail £·p
tincture 10%	60ml	0.82	1.23
topical	100ml	2.17	3.25½
vetrettes	5	0.41	0.61½
	50	3.79	5.68½
<b>Chymoral (61 APC)</b>			
tablets forte	30	1.66	2.49
	200	9.95	14.93
	500	22.13	33.20
<b>Circulin (727 Lane)</b>			
forte	100	3.85dz	1.41dz 0.65
garlic perles	180	3.55dz	1.30dz 0.57
<b>Circulinol (727 Lane)</b>			
	100	6.75dz	2.475dz 1.05
<b>Clearasil (1055 RM)</b>			
cream skin tinted	2.12dz	0.78dz	0.30
<b>Clearway (256 CPL)</b>			
men's hairdressing	3.22	1.64	0.25
	(2dz)	(2dz)	(2dz)
	4.76	2.42	0.37
	(2dz)	(2dz)	(2dz)
<b>Clinic (509 Gibbs)</b>			
shampoo	sachet	0.23dz	0.085dz 0.03
	family	1.97dz	0.72dz 0.28
medicated shampoo			
handy pack	1.155dz	0.425dz	0.16½
<b>Clinomyn (1568 Trentham)</b>			
smokers toothpaste	1.74dz	0.64dz	0.25
<b>Codelcortone (837 MSD)</b>			
tablets 1mg			
<b>Codis (1037 Reckitt) †DDI</b>			
tablets	8	0.80dz	0.268dz 0.11
	20	1.43dz	0.479dz 0.20
	48	2.89dz	0.972dz 0.40
<b>Colchicine Houde (1336 WJ &amp; C) †s4B</b>			
tablets	40	0.46	0.69
<b>Colchi Sal (800 TM)</b>			
<b>Colchi Sal (195 B &amp; SL)</b>			
<b>Collosol (324 Crookes)</b>			
argentum	28ml		
<b>Collo-Cal-D (324 Crookes)</b>			
bottle	100ml		
<b>Colomycin (972 Pharmax)</b>			
injection 500,000 units l			
1,000,000 units l			
<b>Combizym (1490 IAPS)</b>			
dragees	30	0.383	0.141 0.65
<b>Complamex (217 Calder)</b>			
tablets	30	0.57	0.21 1.07
	200	3.30	1.21 6.16
<b>Compound "W" (655 ICC)</b>			
wart remover	1.12dz	0.41dz	0.16
<b>Congreves (1534 Fennings)</b>			
balsamic elixir	150ml	3.66dz	1.34dz 0.52½
<b>Contrexville-Pavillon (1519 5A)</b>			
bottles	2.24dz	0.50dz	0.28½
<b>Conture (1203 Surex)</b>			
protectives lubricated	3	4.25	— 0.25
	(1 gross)		
<b>Contusol (1054 R &amp; B)</b>			
antiseptic	250ml	0.18	0.065 0.34
	dp 500ml	0.29	—
	dp 1l	0.53	—
	dp 2l	1.00	—
lotion	250ml	0.13	0.20
	500ml	0.20	0.30
	1l	0.38	0.57
	2l	0.73	1.09½
<b>Cool Charm (105 BTD)</b>			
anti-perspirant aerosol			
standard	2.25dz	1.24dz	0.35
economy	2.895dz	1.595dz	0.45
refill	1.545dz	0.85dz	0.24
roll on	1.60dz	0.88dz	0.30½
<b>Coolwax (430 Eucryl)</b>			
<b>Coopermatic (295 CM &amp; R)</b>			
aerosol refill flykiller	1.255	—	1.67
<b>Coopers (295 CM &amp; R) existing entry</b>			
<b>Coopers (295 CM &amp; R)</b>			
aerosols			
flykiller perfumed	—	—	0.19
super	—	—	0.25
large	—	—	0.45
ant killer	—	—	0.25
de-icer	—	—	0.16½
Fresh-air floral,	—	—	—
bouquet	—	—	0.18
nocturne	—	—	0.30
garden spray	—	—	0.28
mothproof	—	—	0.25
spray starch	—	—	0.16½
crawling insect killer	—	—	0.45
window cleaner	—	—	0.16½
Pynol disinfectant	1 gal	0.465	0.58
	5 gal	1.715	2.75
Safe insect powder			
puffer	1.20dz	—	0.15
worm capsules	small	0.585dz	0.22dz 0.09
	large	0.685dz	0.25dz 0.11
veterinary			
border liquid dip	1 gal	1.655	2.07
	5 gal	7.095	8.87
cattle drencher	6.00	—	7.50
dairy fly spray	1 gal	1.20	1.80
dairy ointment	2½lb	0.755	1.13
	10lb	2.815	3.75
drenching kit	7.20	—	9.00
farm disinfectant	1 gal	1.095	1.37
	5 gal	4.00	5.00

	Trade £·p	Tax £·p	Retail £·p
fluke and worm drench			
100 dose	0.56	0.20	0.95
450 dose	1.31	0.47	2.22
900 dose	2.44	0.87	4.12
4,500 dose	9.375	3.35	15.85
fluke drencher	10.40	—	13.00
fly dip†	½gal	2.505	3.13
	2½gal	11.80	14.75
flyspray aerosol	0.56	—	0.75
foot rot aerosol	0.525	—	0.70
lambling lubricant	½pt	0.30	0.11
lice and mange liquid	½gal	2.60	3.25
	1gal	0.14	0.21
louse powder	0.37	—	0.55
maggot fly spray	1pt	3.305	4.13
marking fluid	1qt	0.40	0.53
	½gal	0.625	0.83
	1gal	1.125	1.50
thick	1gal	1.125	1.50
pig worm remedy			
12 dose	0.17	—	0.23
100 dose	1.125	—	1.50
P.T.Z. plus	2.815	—	3.75
drench gun	8.60	—	10.75
ringworm aerosol	0.51	—	0.68
sheep drencher	4.05	—	4.50
teat dip	2gal	1.875	2.50
tick dip	½gal	3.305	4.13
	2½gal	15.40	19.25
warble fly powder	1lb	0.68	0.90
liquid	1gal	3.79	5.05
<b>Copholco (1295 Wade)†DDI</b>			
100ml	0.17	0.06	0.33
500ml	0.72	—	—
2l	2.50	—	—
<b>Copholcoids (1295 Wade)†DDI</b>			
pastilles	50g	0.11	0.04 0.21
	250g	0.43	—
<b>Corega (1178 Stafford)</b>			
denture powder	18g	1.18dz	— 0.14
	48g	1.93dz	— 0.23
	100g	3.19dz	— 0.38
<b>Coreine (1336 WJ &amp; C)</b>			
flakes	0.50	0.18	0.93
granules	0.50	0.18	0.93
<b>Corimist (1111 Corionol) existing entry</b>			
<b>Corimist (1111 Corionol)</b>			
conditioner	sachet	1.23	0.675 0.07
	(3 doz)	(3 doz)	(3 doz)
bottle	85cc	2.02dz	1.11dz 0.35
hair spray	170g	3.30dz	1.815dz 0.57
quick set with rollers	3.18dz	1.75dz	0.55
setting lotion	0.70dz	0.385dz	0.12
shampoo	sachet	1.15	0.42 0.06
	(3 doz)	(3 doz)	(3 doz)
	tube 70cc	1.64dz	0.60dz 0.25
	100g	3.25dz	1.79dz 0.57
<b>Cortoderm (324 Crookes)</b>			
0.25%			
0.5%			
<b>Cortoderm N (324 Crookes)</b>			
0.25%			
<b>Cosmedin (366 Dendron)</b>			
No. 1	2.31dz	1.21dz	0.37½
No. 2	2.31dz	1.21dz	0.37½
<b>Cossack (1038 R &amp; C)</b>			
men's hair dressing	6oz	1.965dz	1.08dz 0.31
aerosol	18oz	4.275dz	2.355dz 0.67
spread foam	2.40dz	0.88dz	0.34
<b>Co-tabs (331 C)</b>			
<b>Coty (301 Coty)</b>			
Originals			
corrective moisturiser	226	0.59	0.325 1.25
transparent face make-up	239	0.52	0.285 1.10
<b>Cougar (1355 Yardley)</b>			
anti-perspirant deodorant			
aerosol	0.409	0.22	0.84
shave foam aerosol	0.396	0.22	0.74
<b>Courtesy (337 Curtis) existing entry</b>			
<b>Courtesy (337 Curtis)</b>			
anti-sunburn lotion	1.80dz	0.99dz	0.35
avacado beauty moist-			
uriser	3.60dz	1.98dz	0.65
avacado liquid cream	1.64dz	0.90dz	0.28
bath oil	2.60dz	1.43dz	0.45
beauty oil	3.60dz	1.98dz	0.65
cleansing cream	2.60dz	1.43dz	0.45
cleansing lotion	0.90dz	0.50dz	0.18
hand lotion	1.00dz	0.55dz	0.20
tanning cream	2.00dz	1.10dz	0.40
tonic freshener lemon	1.70dz	0.94dz	0.30
turtle oil beauty lotion	3.60dz	1.98dz	0.65
skin food	1.30dz	0.72dz	0.25
	1.75dz	0.96dz	0.35
	3.00dz	1.65dz	0.55
<b>Crinx (1155 S &amp; N)</b>			
conforming bandage			
4yd x 2in	0.625dz	—	—
3in	0.81dz	—	—
4in	0.97dz	—	—
6in	1.345dz	—	—
<b>Cremalgin (117 BPL)</b>			
balm	56.7g	0.15	0.06 0.31



	Trade £·p	Tax £·p	Retail £·p	
<b>de Chine (1551 PR)</b>				
de Cologne 5601	—	—	0·93	I
5604	—	—	2·67	
5608	—	—	4·26	
ray 5692	—	—	1·88	
fume 5104	—	—	2·71	
5102	—	—	4·26	
fume de toilette				
omiser 5494	—	—	3·49	
um 5823	—	—	0·98	
um 5823D	—	—	1·33	
kes (324 Crookes)				
ne oil with methyl sal				D
p lotion				D
min A ampoules				I
0,000 i.u./ml 6x 1ml	0·40	—	0·60	
n (1073 Robinson)				
6	0·74dz	0·27dz	0·11	
l felt 4680	0·842dz	—	0·09	
4681	0·842dz	—	0·09	
genine (1336 WJ & C)				
ets 0·5g 10	0·19	0·07	0·36	
apen V (518 Glaxo)				D
ets 125mg				D
ngford (331 C of C)				I
ddy bubble bath refill	1·37dz	0·492dz	0·21	
l (333 Cupal)				
lt cough balsam†	1·40dz	0·46dz	0·21	
on flu syrup†	1·77dz	—	0·21	
y cream 4oz	1·08dz	0·36dz	0·16½	
nuthated magnesia				
als tins 2oz	0·71dz	0·23dz	0·11	
n aid cream	1·20dz	—	0·15	
rhoea mixture				
ults 4oz	1·29dz	0·43dz	0·20½	
ily antiseptic cream	1·15dz	—	0·14	
ct bite cream†	1·23dz	—	0·15	
t solvent	0·72dz	0·24dz	0·11	
ne Foulon (1336 WJ & C) †				
50	0·23	—	0·42	
k (256 CPL)				
e coat	1·58dz	0·80dz	0·25	
sky chops	2·84dz	1·45dz	0·45	
cle remover	1·58dz	0·80dz	0·25	
eam	1·84dz	0·94dz	0·29	
ry boards	0·94dz	0·48dz	0·15	
d lotion	3·10dz	1·58dz	0·49	
d cream	1·83dz	0·93dz	0·29	
polish regular	1·58dz	0·80dz	0·25	
hardener	3·10dz	1·14dz	0·49	
flex	1·84dz	0·94dz	0·29	
polish				
mover 40cc	1·20dz	0·61dz	0·19	
82cc	1·90dz	0·96dz	0·30	
ng nail	2·22dz	1·14dz	0·35	
ura (1491 Cuticura)				
d cream 50g	1·17dz	0·625dz	0·20	
100g	1·76dz	0·945dz	0·30	
licated liquid 78g	1·66dz	0·59dz	0·25	
ment 25g	0·99dz	0·35dz	0·15	
64g	1·66dz	0·59dz	0·25	
ing stick	1·46dz	0·52dz	0·22	
ill	0·86dz	0·31dz	0·13	
	0·73dz	0·26dz	0·11	
85g	1·00dz	0·36dz	0·15	
128g	1·05dz	0·565dz	0·18	
um 80g	1·05dz	0·565dz	0·18	
120g	1·46dz	0·78dz	0·25	
(2 Abbott) T5				
tion 125mg 100ml	0·35	—	0·53	
serine (1074 Roche)				
ets 250mg 250				D
off (430 Eucryl)	1·48dz	—	0·16½	
l (824 MCP)				
ets 50	0·84	—	1·26	
(430 Eucryl)				
ets 24	1·08dz	0·395dz	0·16	
48	1·96dz	0·725dz	0·28	D
plast (1595 AF) existing entry				D
plast (1595 AF)				
aid bulk packs				
orted gross	0·41	—	—	
n x ¼ in gross	0·30	—	—	
n x ½ in gross	0·46	—	—	
n x ¾ in gross	0·55	—	—	
net No 1				
4 dressings	0·50	—	—	
tors 180 dressings	0·80	—	—	
occlusion shades				
stic	0·35dz	—	—	
id	0·30dz	—	—	
ch test dressings 100	1·63	—	—	
erproof occlusive				
essings ½ in diameter				
100	0·25	—	—	
½ in diameter	0·46	—	—	
n x 1 in	0·39	—	—	
n x 1 in	0·59	—	—	
n x 2 in	0·91	—	—	
pping				
n x 1 yd	0·47dz	—	—	
n x 2½ yd	0·66dz	—	—	
n x 5 yd	0·72dz	—	—	
n x 5 yd	1·10dz	—	—	
n x 5 yd	1·76dz	—	—	
n x 5 yd	2·42dz	—	—	
n x 5 yd	2·97dz	—	—	
n x 5 yd	3·92dz	—	—	
p dressings				
n x 1 yd	1·19dz	—	—	
n x 1 yd	1·51dz	—	—	
n x 5 yd	1·70dz	—	—	

	Trade £·p	Tax £·p	Retail £·p	
vaccination dressings				
child's 0·23dz	—	—	—	
adult's 0·39dz	—	—	—	
zinc oxide plaster				
½ in x 5 yd 0·86dz	—	—	—	
1 in x 5 yd 1·26dz	—	—	—	
2 in x 5 yd 2·08dz	—	—	—	
3 in x 5 yd 2·80dz	—	—	—	
½ in x 10 yd 1·26dz	—	—	—	
1 in x 10 yd 1·93dz	—	—	—	
2 in x 10 yd 3·28dz	—	—	—	
3 in x 10 yd 4·61dz	—	—	—	
<b>Daprisal (1153 5KF)†s4A</b>				
tablets 50	0·27	—	0·41	
500	2·38	—	3·57	
<b>Daraprim (208 BW)</b>				
elixir 60ml	0·16	—	0·24	
<b>Darenthin (208 BW)</b>				D
tablets 50mg 500				D
200mg 500				
<b>Day-Vits (705 Kirby)</b>				
tablets 30	2·25dz	—	0·33	
<b>Dee Gee (542 Griffin)</b>				
baby bottle heater	1·42	0·51	2·40	
<b>Delabarres (1336 WJ &amp; C)</b>				
teething syrup	0·31	0·12	0·58	
<b>Delaminoph (142 BML)</b>				
tablets 1000	3·68	—	—	
<b>Delbiase (1336 WJ &amp; C)</b>				
tablets 40	0·33	0·12	0·62	
<b>Delsey (702 KC)</b>				
10 case rate minimum order direct				
kitchen towels	1·25dz	0·17dz	0·14	
toilet tissues				
twin-pack roll	1·38	—	0·08½	
(1½ dz)	—	—	—	D
old pack	—	—	—	
<b>Democracin (1490 IAP5) T5</b>				
tablets 250	1·95	—	—	
500	3·80	—	—	
1000	7·50	—	—	
<b>Dentesive (843 ML)</b>				
standard	1·20dz	—	0·15	
large	1·83dz	—	0·23	
<b>Dentilene (430 Eucryl)</b>				
denture cleaner	1·15dz	0·42dz	0·17½	
refill	1·00dz	0·365dz	0·15	
<b>Dentu-Creme (1178 Stafford)</b>				
economy size	1·98dz	0·73dz	0·29	
<b>Depostat (1479 SCL)</b>				
syringe pack 2ml x 5	4·62	—	6·93	
20	17·50	—	26·25	
<b>Depth Charge (1113 5 &amp; B)</b>				
sea foam bath	5·65dz	2·07dz	0·80	

**DEPTH CHARGE**

**Sea Foam Bath**

Full colour in Women's magazines now !

<b>Depuratif Richelet (1336 WJ &amp; C)</b>				D
<b>Derbac (1070 Windsor)</b>				
comb 2815	2·27dz	0·81dz	0·36	
liquid 2811	1·13dz	0·40dz	0·18	
medicated shampoo				
2835	1·13dz	0·40dz	0·18	
soap 2810	0·69dz	0·25dz	0·11	
<b>Derl (1070 Windsor)</b>				
2510	0·69dz	0·25dz	0·11	
<b>Deseril (1098 Sandoz) †s4B</b>				
tablets 100	3·50	—	5·25	
<b>Deschiens (1336 WJ &amp; C)</b>				
syrup hemoglobin	0·90	0·33	1·68	
<b>Devon "Comfy" (1404 DHA)</b>				
haircharmers				
bath'n shower cap 8600	2·70dz	0·37dz	0·37	
9200	2·70dz	0·37dz	0·37	
boudoir cap 5800	2·35dz	0·325dz	0·32	
6200	2·70dz	0·37dz	0·37	
hair roller with brush				
1450	1·15dz	0·42dz	0·19	
bobble rollers 1810	0·77dz	0·28dz	0·12½	
1820	0·975dz	0·36dz	0·15	
1830/40	0·975dz	0·36dz	0·15	
styling brushes				
combrush 3240	0·55dz	0·20dz	0·09	
<b>Dewdawn (918 Or-Lem)</b>				
squashes	—	—	0·13	
whole orange drink	—	—	—	D

		Trade £·p	Tax £·p	Retail £·p	
<b>Dexedrine (1153 5KF)†s4B</b>					
Spansule capsules 10mg					
	30	0·23	—	0·35	
	250	1·62	—	2·43	
15mg	30	0·27	—	0·41	
	250	1·94	—	2·91	
tablets 5mg	100	0·23	—	0·35	
	1000	1·62	—	2·43	
<b>Diamond (333 Cupal)</b>					
foot powder		1·43dz	—	0·16½	
<b>Dibenylene (1153 5KF)</b>					
capsules 10mg	100	0·75	—	1·13	
<b>Dietade (374 DFL) existing entry</b>					D
<b>Dietade (840 EMF)</b>					I
canned fruits					
sliced peaches, pineapple					
	7oz	0·90dz	—	0·10	
apricots, cherries, pears					
	7oz	1·08dz	—	0·12	
fruit salad	7oz	1·17dz	—	0·13	
low salt beans	7oz	0·81dz	—	0·09	
peas	7oz	0·81dz	—	0·09	
salad cream	7oz	1·44dz	—	0·16	
tomato ketchup					
	7oz	1·62dz	—	0·18	
<b>Dihydroergotamine (1098 Sandoz) †s4B</b>					
tablets	50	1·13	—	1·70	
	250	5·35	—	8·03	
<b>Dilatane (1336 WJ &amp; C)</b>					
tablets	30	0·30	0·11	0·56	
<b>Dimanin (96 BA) existing entry</b>					D
<b>Dimanin (96 BA)</b>					I
green slime remover		1·92dz	—	0·24	
<b>Dimple (339 CG)</b>					
baby pants	large	0·875	—	0·05	
		(2 doz)			
	ex. large	1·05	—	0·06	
		(2 doz)			
<b>Dinneford's (104 BP)</b>					
magnesia		1·52dz	0·56dz	0·21	
<b>Diocalm (104 BP) †</b>					
	48	2·39dz	0·88dz	0·33	
	family 88	3·985dz	1·465dz	0·55	I
<b>Dipterex (96 BA) existing entry</b>					D
<b>Dipterex (96 BA)</b>					I
garden insect spray		1·92dz	—	0·24	
<b>Disprin (1037 Reckitt)</b>					
tablets	8	0·46dz	0·15dz	0·06½	
	26	1·26dz	0·425dz	0·18	
	36	1·54dz	0·518dz	0·22	
	50	1·83dz	0·611dz	0·26	
	100	3·10dz	1·047dz	0·44	
junior	20	0·64dz	0·218dz	0·09	
	48	0·93dz	0·311dz	0·13	
<b>D'lishus (918 Or-Lem) existing entry</b>					D
<b>D'lishus (918 Or-Lem)</b>					I
glucose drink		—	—	0·13	
pure lemon juice ½ bott		—	—	0·14	
	bott	—	—	0·19	
squashes		—	—	0·13	
dietetic		—	—	0·12	
whole orange drink		—	—	1·12	
<b>Doktibad (62 A &amp; C) existing entry</b>					D
<b>Doktibad (62 A &amp; C)</b>					I
(distributors 1363 Alcos)					
tonic bath	6 bath	0·32	0·12	0·60	
	12 bath	0·58	0·21	1·08	
	20 bath	0·90	0·33	1·68	
	50 bath	2·00	0·73	3·73	
<b>Domestos (382 Domestos)</b>					
regular		0·979dz	—	0·09½	
giant		1·49dz	—	0·14½	
<b>Dorothy Gray (385 DG)</b>					
moisture tint		0·34	0·185	0·73	
skin colour corrector		0·34	0·185	0·73	
colour swirls		0·66	0·365	1·38	
cream rouge		0·28	0·155	0·59	
eyebrow pencil		0·11	0·06	0·26	
eye make-up remover					
	12cc	0·19	0·105	0·38	
hand cream	55cc	0·29	0·16	0·61	
lipsticks		0·27	0·15	0·57	
Perfemma handbag spray		0·13	0·07	0·27	
roll-on deodorant	55cc	0·27	0·15	0·57	
Young and Lovely					
lipstick		0·19	0·105	0·38	
<b>Drapolene (218 Calmic)</b>					
cream	55g	1·60dz	—	0·20	
<b>Draza (96 BA)</b>					
slug killer		1·80dz	—	0·22½	D
<b>Drenamist (894 Nicholas)</b>					I
<b>Drinamyl (1153 5KF) †s1s4A</b>					
Spansule capsules					
No.1	30	0·31	—	0·47	
	250	2·24	—	3·36	
No.2	30	0·37	—	0·56	
	250	2·59	—	3·89	
tablets	100	0·33	—	0·50	
	1000	3·01	—	4·52	
<b>Dristan (655 ICC)</b>					
nasal mist		1·98dz	—	0·22	
<b>Dromoran (1074 Roche) †s1DD</b>					
ampoules 2mg/ml	10	0·30	—	0·45	
	6	—	—	—	D
<b>Dunlop (396 DC)</b>					
hot water bottles					
Cosimax		1·82	—	2·35	
Deep Sleep		1·52	—	1·96	
Flag		0·43	—	0·65	
Oiltria		0·63	—	0·95	



	Trade £·p	Tax £·p	Retail £·p
Symbol	0.39	—	0.59
fluted	0.42	—	0.63
Golliwog	—	—	D
Renown	—	—	D
Duo-Autohaler (1061 Riker) †S4B	2.10	—	3.15
complete	0.85	—	1.28
refill	—	—	—
Dupuis (1336 WJ & C)	—	—	—
pills 30	0.17	0.06	0.32
Duromine (1061 Riker)	—	—	D
capsules 300 packs	—	—	—
Durophet (1061 Riker)	—	—	D
capsules 300 packs	—	—	—
Durophet-M (1016 Riker)	—	—	D
capsules 300 packs	—	—	—
Dusk (545 Grossmith)	—	—	I
suntan oil 100ml	0.63	0.34	0.11
	(3dz)	(3dz)	
Dygon (816 Mayborn)	—	—	—
colour & stain remover	0.88dz	—	0.11
	1.80dz	—	0.22½
Dylon (816 Mayborn)	—	—	—
dyes multi-purpose	0.88dz	—	0.11
carpet	3.20dz	—	0.40
cold-water	0.88dz	—	0.11
liquid	2.60dz	—	0.32½
wash 'n dye	2.80dz	—	0.35
Dyspne (1336 WJ & C)	—	—	—
inhal†	0.51	—	0.76
nebuliser	0.84	—	1.26
Dytac (1153 SKF)	—	—	—
capsules 30	0.81	—	1.22
	6.48	—	9.72
Dytide (1153 SKF) †s4B	—	—	—
capsules 30	0.87	—	1.31
	250	—	10.55
Eau Neuve (Lubin (957 Perl)) existing entry	—	—	D
Eau Neuve (Lubin (957 Perl))	—	—	I
eau de toilette	0.95	0.525	1.95
	309	1.45	0.80
	310	1.45	0.80
	311	2.20	1.21
	312	2.20	1.21
	313	2.20	1.21
	314	2.20	1.21
	315	2.20	1.21
	316	2.20	1.21
atomiser	320	1.65	0.91
soap (1)	316	0.35	0.13
Edrisal (1153 SKF) †s4B	—	—	—
tablets 50	0.17	—	0.26
	500	1.50	2.25
Efferdent (721 LC)	—	—	—
tablets 36	1.86dz	0.68dz	0.26½
Elasto (887 New Era)	—	—	—
tablets	2.83dz	1.04dz	0.44
Elaste (938 PD)	—	—	—
dry powder 30ml	0.66	0.24	1.23
ointment 30g	1.02	0.37	1.90
Elastoplast (1155 S & N)	—	—	—
airstrip finger dressings	—	—	—
7924	1.355dz	—	0.16
airstrip detectable dressings	—	—	—
100—3×½	8.62dz	—	1.02
7960	7.78dz	—	0.92
100—1½×1½	7.78dz	—	0.92
7961	8.65dz	—	1.02½
50—2×3	0.295	—	0.03½
7962	—	—	—
dressing strip 6 in	4165	—	—
first aid kits	—	—	—
agricultural	B1	9.30dz	1.10
	B2	14.34dz	1.70
	F1	20.16dz	2.40
	F2	44.10dz	5.25
	F3	67.20dz	8.00
motorists	8155	8.52dz	1.10
offices and shops	OSR1	9.30dz	1.10
	OSR2	18.54dz	2.20
	OSR3	43.32dz	5.15
	OSR4	63.90dz	7.60
food hygiene	OSR1FH	10.08dz	1.20
	OSR2FH	19.50dz	2.30
Elation (385 DG)	—	—	—
make-up	—	—	—
blush-on blusher refill	0.38	0.21	0.80
eyeshades	0.54	0.295	1.14
eyeshadow brush-on	0.45	0.25	0.95
face glosser	0.35	0.195	0.83
mascara brush-on	0.46	0.255	0.99
refill	0.29	0.16	0.61
nail enamel pearl	0.27	0.15	0.57
skin glossers	0.67	0.37	1.41
Elimit (192 Brocades)	—	—	D
Elityron (1599 Winthrop)	—	—	D
Elizabeth Arden (60 Arden)	—	—	—
eyelashes	—	—	—
full	—	—	2.25
semi	—	—	2.00
lower	—	—	2.00
spikelet	—	—	2.50
nail enamel	—	—	—
cream	—	—	0.75
translucent	—	—	0.75
pearlised	—	—	0.85
base coat	—	—	0.70
clear base	—	—	0.70
top coat	—	—	—
old packs	—	—	—
Directionale	—	—	2.25
colour control	—	—	—
equalizing lotion No.1 & No.2	—	—	2.00
powder loose	—	—	2.25
powder compact small	—	—	1.50
refill	—	—	1.25

	Trade £·p	Tax £·p	Retail £·p
powder compact large	—	—	2.00
refill	—	—	1.50
powder compact gilt	—	—	4.25
eye care	—	—	3.50
lip over frost	—	—	0.90
moisture compensate	—	—	5.50
No.1 and No.2	—	—	3.50
moisture shield	—	—	5.75
skin bath	—	—	2.00
throat care	—	—	3.50
for men	—	—	—
after-bath talc travel	—	—	0.50
pack	—	—	0.60
after shave gelee	—	—	—
after shave lotion travel	—	—	0.60
pack	—	—	—
eau de Cologne travel	—	—	0.70
pack	—	—	0.60
shampoo	—	—	—
Elle (325 C-A)	—	—	—
sachet pack 6	0.76dz	0.42dz	0.12
Ellimans (414 Ellimans)	—	—	—
(distributors 104 BP)	—	—	—
royal embrocation	1.74dz	0.64dz	0.24
universal embrocation	1.375dz	0.505dz	0.19
	1.74dz	0.64dz	0.24
Elnett (525 Golden)	—	—	—
Satin aerosol 300g	2.82	1.55	0.94
360g	—	—	D
Elvaron (96 BA) existing entry	—	—	D
Elvaron (96 BA)	—	—	I
black spot spray	1.92dz	—	0.24
Emoform (1341 Willows)	—	—	—
medicated toothpaste	—	—	—
50g	1.61dz	0.59dz	0.25
100g	2.49dz	0.92dz	0.39
mouth bath 230ml	2.70dz	0.99dz	0.33
250ml	—	—	I
Emprote (840 EMF)	—	—	D
1lb	1.71dz	—	0.19
11b	3.06dz	—	0.34
Encynex (1336 WJ & C)	—	—	—
tablets 50	0.21	0.08	0.40
	500	1.79	0.66
Energen (1114 SEF)	—	—	—
rolls (36)	3.054dz	—	0.31
cheese crispbread 3oz	0.99dz	—	0.10
savoury crispbread 3oz	—	—	D
non-sugar sweetener	1.46dz	—	0.15
Eno's Fruit Salt (104 BP)	—	—	—
sachets (10)	1.305dz	0.48dz	0.18
small	1.665dz	0.615dz	0.23
large	2.75dz	1.01dz	0.38
Entair (179 BDH)	—	—	—
capsules 30	0.30	0.11	0.56
	250	2.27	0.83
Entair A (179 BDH) †	—	—	—
capsules 30	0.30	0.11	0.56
	250	2.27	0.83
Enterospomy (1336 WJ & C)	—	—	D
E.P. (430 Eucryl) †	—	—	—
tablets 16	0.91dz	0.335dz	0.14
	100	2.68dz	0.985dz
Ephynal (1074 Roche)	—	—	D
tablets 50mg 25 and 500	—	—	—
Equatone (301 Coty)	—	—	—
balancing freshener 4oz	0.47	0.2585	1.00
	8oz	0.78	0.429
	4oz	0.47	0.2585
toner 4oz	0.59	0.3245	1.25
deep cleansing oil 4oz	—	—	—
enriched night treat-	0.82	0.451	1.75
ment 2oz	0.42	0.231	0.90
facial cleansing milk 4oz	0.71	0.3905	1.50
	8oz	—	—
foaming cleanser con-	0.59	0.3245	1.25
centrate 3oz	0.66	0.363	1.40
moisture equaliser 2oz	0.71	0.3905	1.50
moisture multiplier 2oz	—	—	—
overnight eye ream	0.59	0.3245	1.25
tone-up moisture	—	—	—
mask 3oz	0.82	0.451	1.75
totally soft body lotion	—	—	—
8oz	0.94	0.517	2.00
Erasmic (509 Gibbs)	—	—	—
shaving stick	1.235dz	0.455dz	0.18
refill	0.79dz	0.29dz	0.11
shave cream brushless	—	—	—
tube	1.40dz	0.515dz	0.20
jar	—	—	D
lather tube	1.40dz	0.515dz	0.20
giant	2.035dz	0.745dz	0.29
Superfoam aerosol	—	—	D
Erythrocin (2 Abbott)	—	—	D
suspension 60ml	—	—	I
Erythroped (2 Abbott) existing entry	—	—	—
Erythroped (2 Abbott) TS	—	—	—
granules for suspension	—	—	—
to make 100ml	7.00dz	—	0.88
pro infans 100ml	5.00dz	—	0.53
forre 100ml	1.13	—	1.70
Eskacillin (1153 SKF) TS	—	—	—
100 100ml	0.36	—	0.54
200 100ml	0.44	—	0.66
Eskamel (1153 SKF)	—	—	—
25g	0.14	0.05	0.26
Eskornade (1153 SKF) †s7	—	—	—
Spansule capsules 30	0.57	—	0.86
	250	4.56	6.84
syrup 150ml	0.32	—	0.48

	Trade £·p	Tax £·p	Reta £·p
<b>Estee Lauder (425 ELC)</b>			
face & cheek tints	—	—	2.10
tender lip tints	—	—	1.45
camouflage wrinkle cover	—	—	2.10
<b>Ethibute (428 Ethigel) †s4B</b>			
tablets 100mg 250	0.60	—	0.90
500	1.10	—	1.65
1000	2.10	—	3.15
200mg 250	0.85	—	1.28
500	1.60	—	2.40
1000	3.15	—	4.75
<b>Eucryl (430 Eucryl)</b>			
smokers denture cleaner	1.17dz	0.43dz	0.17
<b>Eupnine Vernade (1336 WJ &amp; C)</b>			
1.0ml	0.29	0.11	0.54
<b>Evian-Cachet (1519 SA)</b>			
half bottles	2.56 (1½dz)	0.56 (1½dz)	0.19
bottles	2.24dz	0.50dz	0.28
<b>Expansyl (1153 SKF) †s4B</b>			
Spansule capsules 30	0.70	—	1.05
250	5.56	—	8.34
<b>Extrovent (289 Concept) †s1s4A</b>			
tablets 100	0.36	—	—
<b>Eylure (443 Eylure)</b>			
eyelashes			
Neferiti Nos. 1 & 2	6.44dz	3.37dz	1.09
nail polishes	2.30dz	1.20dz	0.39
<b>Facelle (800 TM)</b>			
<b>Fairy (1010 P &amp; G)</b>			
soap complexion	3.00 (6dz)	1.07 (6dz)	0.06
bath	3.10 (4dz)	1.11 (4dz)	0.10
family	1.94 (2dz)	0.69 (2dz)	0.12
<b>Faivres (1336 WJ &amp; C)</b>			
cachets 12	0.25	0.09	0.47
<b>Falcodyl (901 Norton) †</b>			
(distributors 1545 Vestric)			
500ml	0.50	—	—
2l	1.65	—	—
<b>Falconers (800 TM)</b>			
<b>Falconers (195 B &amp; SL)</b>			
<b>Famel (690 Keldon)</b>			
linctus children's †DD1			
100ml	1.89dz	—	0.21
inhaler	1.21dz	0.43dz	0.17
syrup †DD1 small	1.63dz	0.58dz	0.23
large	2.48dz	0.89dz	0.35
family	4.26dz	1.52dz	0.60
<b>Farex (518 Glaxo)</b>			
(distributors 448 Farleys)			
fingers 6oz	2.32 (2 doz)	—	0.12
<b>Farleys (448 Farleys)</b>			
gluten free biscuits 8oz	2.32 (2 doz)	—	0.12
milk food full cream	3.10dz	—	0.30
rusks small	1.15 (2 doz)	—	0.06
large	1.08dz	—	0.11
family	1.56dz	—	0.16
<b>FDS (1437 ACC)</b>			
deodorant aerosol	2.24dz	1.23dz	0.37
deodorant aerosol 40g	1.81dz	1.00dz	0.30
deodorant aerosol economy	2.66dz	1.46dz	0.44
<b>Fe-cap (824 MCP)</b>			
capsules 2500	15.62	—	24.43
<b>Fe-cap C (824 MCP)</b>			
capsules 30	0.42	—	0.63
<b>Fe-cap folic (824 MCP)</b>			
capsules 30	0.38	—	0.57
500	3.78	—	5.67
2500	16.66	—	24.99
<b>Fecarb (142 BML)</b>			
tablets 5000	10.25	—	—
<b>Feedrite (454 Feedrite)</b>			
(distributors 1349 LW)			
feeders insulated complete			
Supreme			
(wide mouth)	4.20dz	—	0.52
(narrow mouth)	3.72dz	—	0.46
stoppers	0.60dz	—	0.0
teats, anti-colic for			
narrow necks	0.36dz	—	0.04
wide necks	0.44dz	—	0.05
<b>Feen-a-Mint (133 WL)</b>			
tablets 24			
<b>Felsol (181 Felsol)</b>			
powders 12	1.575dz	0.58dz	0.22
60	6.24dz	2.28dz	0.88
dp 90	0.79	—	—
<b>Femerital (824 MCP)</b>			
tablets 50	0.50	—	0.75
<b>Feminax (893 Nicholas) †DD1</b>			
tablets 12	1.69dz	0.575dz	0.25
<b>Fenjal (1113 S &amp; B)</b>			
"Classic" creme bath			
2lcc	1.59dz	0.80dz	0.25
42cc	3.12dz	1.58dz	0.49
98cc	6.24dz	3.16dz	0.98
231cc	12.62dz	6.37dz	1.98
decanter 140cc	11.79dz	5.96dz	1.85
370cc	25.49dz	12.88dz	4.00
Satin Touch talc 100g	3.06dz	1.54dz	0.48



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
Fresh" creme bath				French Almond (1070 Windsor) existing entry				D	Gamophen (672 Johnson)		
21cc	1.59dz	0.80dz	0.25	French Almond (1070 Windsor)				I	medicated soap	1.00	0.367
42cc	3.12dz	1.58dz	0.49	anti perspirant spray					(2dz)	(2dz)	0.07½
98cc	6.24dz	3.16dz	0.98	130g	2.22dz	1.19dz	0.42		Gantanol (1074 Roche)		
231cc	12.62dz	6.37dz	1.98	55ml	3.97dz	2.13dz	0.75		symp	250ml	
decanter 140cc	11.79dz	5.96dz	1.85	bubble bath	4.50dz	1.61dz	0.75		Gantrisin (1074 Roche)		
avol (228 Carlton)				145ml	5.29dz	2.84dz	1.00		symp	500ml	
yrup				15g	5.72dz	3.07dz	1.08		tablets	20	
2l	2.37	—	—	creme perfume	3.18dz	1.71dz	0.60		Garlodex (851 MHP)		
tablets	0.53	—	—	dusting powder	2.75dz	1.47dz	0.52		tablets	144	4.50dz
1000	1.75	—	—	hair spray	5.22dz	1.87dz	0.87		Gastrovite (824 MCP)		
avol-G (228 Carlton)				hand cream	4.23dz	2.27dz	0.80		tablets	50	0.24
220ml	0.37	—	—	milk bath	7.94dz	4.26dz	1.50		250	0.98	—
2l	2.43	—	—	perfume small	5.56dz	2.98dz	1.05		Gayelord Hauser (759 L & B)		
60	0.19	—	—	large	4.23dz	2.27dz	0.80		juice extractor	9.05	3.32
250	0.67	—	—	spray mist 7.5g	2.40dz	0.86dz	0.40		Gelineau (1336WJ&C)		
1000	2.50	—	—	3½oz	7.94dz	4.26dz	1.50		dragees	144	0.51
rgon (1599 Winthrop)				170ml	4.76dz	2.55dz	0.90		Gelozone (851 MHP)	2oz	1.30dz
tablets	1.41dz	—	0.20	50g	2.75dz	1.47dz	0.52		Gelusil (1310 WWV)		
rnico (333 Cupal)				113g	2.01dz	1.08dz	0.38		tablets	20	0.97dz
rraemia (1336WJ&C)				85g	5.29dz	2.84dz	1.00		50	1.91dz	0.355dz
60	0.13	0.05	0.25	travel trio	4.23dz	2.27dz	0.80		0.70dz	0.28	
250	0.42	—	0.63	velvet smooth					Genatropine (1336WJ&C)		
500	0.63	—	0.94	Fresh & Dry (172 BMCL)					Geneserine (1336WJ&C)		
1000	1.05	—	1.58	roll-on	0.209	0.115	0.40		Genoscolamine (1336WJ&C)		
rr-Mandets (746 Lederle)				42cc					granules	60	0.45
60	0.35	—	0.53	Fresh'n Dainty (506 Gerhardt)					Geratrix (175 BCP)		
1000	4.00	—	6.00	deodorant liquid	2.10dz	1.10dz	0.35		Capsoids	30	1.01
rr-Redoxon (1074 Roche)				100cc	2.28dz	1.19dz	0.38		100	3.00	—
tablets				70g	1.86dz	0.97dz	0.30		Gerber (200 B & P)		
olate (518 Glaxo)				50g	1.38dz	0.72dz	0.23		strained foods		
rybar (1091 Rybar)				talcum powder	0.90dz	0.47dz	0.14		fruits	4½oz	0.59dz
onic				tissues (6)	2.58dz	1.35dz	0.40		Geriden (369 DL)		
150ml	2.00dz	0.73dz	0.31	economy pack (24)					Gerivin (1091 Rybar)		
115ml	—	—	—	Fresh Start (256 CPL)					tonic	150ml	2.70dz
rosine (655 ICC)				cleansing gel	tube	2.08dz	1.06dz	0.33	115ml	—	—
alm				Froment (600 JH)	6½oz	0.84dz	0.09		Germaine Monteil (1486 GM)		
lds (893 Nicholas)				14oz	1.80dz	—	0.19		Super Moist		
bath cubes	6	1.60dz	0.84dz	28oz	0.265	—	0.33		neck cream	30g	—
alcum				Fuji (565 Hanimex)					60g	—	2.50
oilet soap				Fujicolor film N100			0.53		Germolene (104 BP)		
have stick				126—12 exp	—	—	0.64		medicated foot spray	2.445dz	0.90dz
algon (145 B)				126—20 exp	—	—	0.59		medicated plasters	1.40dz	—
distributors 501 Geigy)				135—20 exp	—	—	0.79		ointment	tin	0.17
ointment	20g	0.13	0.05	135—36 exp	—	—	0.46		2.175dz	0.80dz	0.30
herman's Friend (771 LCPL)				roll 120	—	—	—		tube	1.23dz	0.455dz
throat & chest lozenges				Fujichrome film					Germoloids (104 BP)		
ons (463 Fisons)				R100	135—20	—	1.19		ointment	1.81dz	0.665dz
beats				135—36	—	—	1.69		suppositories	1.81dz	0.665dz
selected garden	small	0.11	—	126—20	—	—	1.86		3.33dz	1.225dz	0.46
handy	0.15	—	0.22½	R25	—	—	—		Gestyl (917 Organon)		
large	0.34	—	0.51	RT50	—	—	—		ampoules 1000 iu.	12	4.80
handy	0.17	—	0.25½	cine film single—8	—	—	—		Gill's (101 Beautisales)		
ex. large	0.55	—	0.83	black & white R50	—	—	1.62		medicated dog shampoo	0.09	0.03
50sq.yd	0.60	—	0.90	R200	—	—	1.62		Gin-Fizz (Lubin (957 Perl))		
ambeau (466 FI)				Fujica (565 Hanimex) existing entry					eau de toilette atomiser	599	1.15
Cologne spray	1785	0.48	0.265	camera 35mm compact	—	—	39.98		Glaxo (518 Glaxo)		
radix (29 Alfonal)				cine single-8	—	—	—		vaccine diphtheria	5ml	
elixir	—	—	1.37½	C100	—	—	29.98		Glintheel (1335 Wigglesworth)		
oret (1037 Reckitt)				PI	—	—	33.98		pastilles	0.90dz	0.33dz
oxapen (1393 BRL) T5				P300	—	—	63.98		shampoo	0.85dz	0.31dz
powder for syrup 100ml	1.50	—	—	projectors					Glybron (1297 WD)		
lor-a-day (368 DHP)†				Fujicascope M25	—	—	59.00		Glybron (228 Carlton) †DDI		
250	0.25	—	0.37½	MG90	—	—	119.98		112ml	1.50dz	0.55dz
lor-a-day Lac (368 DHP)†				Fullers (800 TM)					220ml	2.60dz	0.95dz
200	0.25	—	0.37½	Fullers (195 B & 5L)					Glymiel (1351 WLU)		
ishette (430 Eucryl)				Furacin (1153 5KF)					jelly	0.65dz	0.355dz
oilet deodoriser				ointment	25g	0.14	—	0.21	1.00dz	0.55dz	0.17
ypel (649 ICI)				500g	1.51	—	2.27		Gnome (520 Gnome) existing entry		
30g	1.125dz	0.41dz	0.18	500ml	1.54	—	2.31		Gnome (520 Gnome)		
cream				Furadantin (1153 5KF)					projectors		
lex (1091 Rybar)				suspension	150ml	0.40	—	0.60	Alphax Major	721	—
tablets	50	2.50dz	—	2l	4.60	—	6.90		722	—	55.96
500	1.35	—	0.31	Furoxone (1153 5KF)					Classic	741	—
1000	1.10dz	—	0.14	suspension	300ml	0.44	0.16	0.82	Insta	762	—
lvron (746 Lederle)				tablets 100mg	20	0.46	—	0.69	Insta Classic I.Q.	765	—
tablets	100	0.35	—	200	4.14	—	6.21		Mini	763	—
tease (1335 Wigglesworth)				Fynnon (104 BP)					Mini Classic I.Q.	766	—
powder				salt	1.595dz	0.585dz	0.22		Supreme '300'	—	27.94
rmocarbine (1336WJ&C)				spa bath salts	1.22dz	0.675dz	0.19		auto	—	38.37
granules naphtholated					1.865dz	1.03dz	0.29		de luxe	—	42.88
or simple				Fynnon (104 BP) (Lancs TV area only)					Supreme I.Q.	—	35.15
rtal (1599 Winthrop) †s4B				rheumatic aspirin	1.45dz	0.535dz	0.20		auto	—	44.76
capsules	100	3.54	—	2.535dz	0.93dz	0.35			de luxe	—	48.46
500	17.26	—	—	Fynnon (104 BP) (Northern UK only)					'300' auto with R/F	—	42.76
urex (774 LR)				rheumatic spray	2.825dz	1.04dz	0.39		de luxe	—	45.46
skins				Gabail (1336WJ&C)					I.Q. auto with R/F	—	47.04
adojel (451 F & J)				elixir †s4B	200ml	0.25	0.09	0.47	de luxe	—	50.74
inks Grains de Sante (1336WJ&C)				500ml	0.48	0.17	0.89		screens 30×30	799	—
antin (208 BW)				1l	0.79	0.29	1.47		30×30	796	—
powder	250g	2.835	—	2l	1.50	0.55	2.80		40×40	797	—
eezone (655 ICC)				formula 2	200ml	0.25	0.09	0.47	50×50	798	—
corn remover				sodium gentisate	60	0.61	—	0.92	embrocation		
efflo (1349 LW)				500	3.70	—	5.55		0.85dz	0.31dz	0.12
feeding bottles wide neck				sympertussis †s4B					1.48dz	0.545dz	0.21
4oz	1.12dz	—	0.14	100ml	0.15	0.06	0.29		2.26dz	0.83dz	0.32
with teat				500ml	0.45	0.16	0.84		white oils cream		
high density polythene				Gala of London (876 MP)					Golden Claritex (1349 LW)		
4oz	1.12dz	—	0.14	eye liqui tints	2.35dz	1.295dz	0.42		Gonne (727 Lane)		
8oz	1.28dz	—	0.16	mascara liqui lash	3.75dz	2.065dz	0.67		rheumatic balm	35g	1.40dz
heat resisting glass				skin bronzer	1GB2	3.19dz	1.755dz	0.57	112g	2.45dz	0.895dz
polycarbonate				Gale's (1449 R & CFD)					1½oz	—	—
4oz	1.23dz	—	0.15½	honey set and clear	½lb	1.20dz	—	0.12	Good Boy (1396 ABL)		
8oz	1.59dz	—	0.20	1lb	1.98dz	—	0.20		choc drops for dogs		
feeding bottle set				Galjado (1282 VB)					1.91	0.41	0.04
pare caps and discs				grey hair pomade	1.60dz	0.88dz	0.30		(6 doz)	(6 doz)	0.11½
set of 1	0.27dz	—	0.03½	hair colour restorer	2.10dz	1.155dz	0.40		3.53	0.76	—
set of 3	0.60dz	—	0.07½	hair darkening					(4 dz)	(4 dz)	0.18½
seats (1)	0.46dz	—	0.06	brilliantine	1.80dz	0.99dz	0.30		2.83	0.61	—
(3)	1.43dz	—	0.16½	scurf and dandruff lotion	1.80dz	0.99dz	0.30		(2 dz)	(2 dz)	0.43½
eat cover				scurf pomade	1.40dz	0.51dz	0.20		3.54dz	0.76dz	0.43½
									7.35dz	1.59dz	0.90



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		
mint chocs	2.50 (2 doz)	0.54 (2 dz)	0.15½	Haliborange (34 A & H)	30	0.16	—	0.24	Hematofer Robin (1336WJ&C)	0.45	0.16	0.84	
yeast-plus tablets for dogs	1.68 (2 dz)	—	0.10½	tablets	100	0.42	—	0.63	Her (727 Lane)	4oz	1.70dz	0.63dz	
Goulds (1335 Wigglesworth)	2.08dz	—	0.26	200	0.72	—	1.08	Herbelix (727 Lane)	100ml	2.85dz	1.04dz	0.45	
antiseptic baby foam	142g	2.20dz	—	Halina (1136 Silber)	500	—	19.95	decongestant	1oz	1.00dz	0.55dz	0.18	
baby powder	0.90dz	0.33dz	0.13	case	—	—	2.47	Herlem (727 Lane)	4oz	1.35dz	0.745dz	0.23	
Grains de Vals (1336WJ&C)	50	0.23	0.08	Haloxil (295 CM & R)	1gal	14.25	—	19.00	hair tonic	8oz	2.10dz	1.155dz	0.35
Granose (535 Granose)	2.25dz	—	0.24	liquid drench (vet.)	—	—	—	—	Hibitane (649 ICI)	5l	5.00	—	7.50
blackcurrant juice	2oz	2.42dz	—	Hanimex (565 Hanimex) existing entry	—	—	—	—	concentrate 5%	1gal	—	—	—
decaffeinated coffee	4oz	4.61dz	—	Hanimex (565 Hanimex)	—	—	—	—	116cc	2.225dz	1.225dz	0.34½	0.07½
fruit bran	1½lb	2.12	—	cameras super 8	—	—	—	—	shaders	0.485dz	0.27dz	—	—
grape juice	8oz	1.36dz	—	Loadmatic M50	—	—	14.70	Hiltone (105 BTD)	17.5g	0.14	0.05	0.26	—
meatless steak	24½oz	3.36dz	—	M100	—	—	19.98	Histofax (208 BW)	17.5g	0.14	0.05	0.26	—
peanut butter	8oz	1.47dz	—	M200	—	—	29.50	Histryl (1153 SKF) ts7	30	0.32	—	0.48	—
peanut crumble	16oz	2.26dz	—	MP200	—	—	35.00	Spanisule capsules	250	2.43	—	3.65	—
rolls	12	1.12dz	—	MPF310	—	—	69.98	2.5mg	30	0.32	—	0.48	—
sea salt	25	1.65dz	—	flash equipment	—	—	—	5mg	250	2.43	—	3.65	—
Granoton (126 Biocos)	2lb	1.80dz	—	Optatron 300	—	—	22.50	flashgun cube flash	30	0.43	—	0.65	—
large	0.90	—	1.25	400	—	—	25.00	lightmeters	250	3.24	—	4.86	—
Grapix (840 EMF)	23oz	4.50dz	—	500	—	—	39.98	PR45	—	—	—	—	—
grape juice	23oz	4.50dz	—	flashgun cube flash	—	—	1.75	PR55	—	—	—	—	—
Grasshopper (1418 Strenol)	25g	0.08	0.03	lightmeters	—	—	—	PR60-CdS	—	—	—	—	—
Grasshopper (1169 BGS)	25g	0.08	0.03	PR45	—	—	4.70	PR80-CdS	—	—	—	—	—
ointment	25g	0.08	0.03	PR55	—	—	5.50	PR85-CdS	—	—	—	—	—
Gremlins (175 BCP)	28	0.84dz	0.31dz	PR60-CdS	—	—	6.50	Sekonic Brockway	—	—	—	—	—
tablets	28	0.84dz	0.31dz	PR80-CdS	—	—	8.50	L28C	—	—	—	—	—
Griptight (1349 LW)	0.51dz	—	0.06½	PR85-CdS	—	—	16.98	slides	—	—	—	—	—
bottle brushes standard	0.92dz	—	0.11½	viewers Hanimette	—	—	—	marine L164	—	—	—	—	—
de luxe with handle	0.84dz	—	0.10½	Hanimette 100	—	—	9.98	projectors cine	—	—	—	—	—
feeding bottles narrow	1.04dz	—	0.13	Hanimette 300	—	—	15.75	Loadmatic 720	—	—	—	—	—
neck	0.84dz	—	0.10½	La Ronde 2000 RF	—	—	64.95	880	—	—	—	—	—
polythene with teat	1.04dz	—	0.13	2000 EF	—	—	77.95	904 dual	—	—	—	—	—
heat resistant glass with	0.84dz	—	0.10½	2000 TEF	—	—	82.50	10 dual	—	—	—	—	—
teat	1.28dz	—	0.16	Rondette 400S	—	—	23.50	projectors slide	—	—	—	—	—
spare glass	0.26dz	—	0.03½	1200S	—	—	33.90	Hanimette 100	—	—	—	—	—
polycarbonate with teat	0.46dz	0.16dz	0.08	1200A	—	—	46.25	Hanimette 300	—	—	—	—	—
soothers cherry or	0.72dz	—	0.09	1200RF	—	—	53.95	Hanorama 2000 RF	—	—	—	—	—
soother rattle	0.53dz	—	0.07	viewers Hanimette	—	—	—	2000 EF	—	—	—	—	—
teething pacifiers (2)	0.29dz	—	0.04	Hanimette	—	—	—	2000 TEF	—	—	—	—	—
teething ring soother	1.13	—	1.50	Hanimette	—	—	—	400S	—	—	—	—	—
teats narrow neck	4.33	—	5.77	Hanimette	—	—	—	1200S	—	—	—	—	—
cherry or straight	2.45dz	1.31dz	0.42	Hanimette	—	—	—	1200A	—	—	—	—	—
Grisovin (518 Glaxo) TS	4.20dz	1.50dz	0.65	Hanimette	—	—	—	1200RF	—	—	—	—	—
tablets 500mg	0.75dz	0.27dz	0.12	Hanimette	—	—	—	viewers Hanimette	—	—	—	—	—
Grossmith (545 Grossmith)	2.16dz	0.72dz	0.33	Hanimette	—	—	—	viewer	—	—	—	—	—
bath crystals	4.80dz	1.74dz	0.75	Hanimette	—	—	—	Vista	—	—	—	—	—
perfumed soaps (3) in	2.16dz	0.78dz	0.34	Hanimette	—	—	—	Happy Baby (545 Grossmith)	—	—	—	—	—
acetate drums	4.20dz	1.50dz	0.65	Hanimette	—	—	—	baby powder 400g	2.50	0.89	0.20	—	—
toilet soap white rose	0.75dz	0.27dz	0.12	Hanimette	—	—	—	(2dz)	(2dz)	(2dz)	(2dz)	—	—
& cucumber 206D	0.35	0.13	0.65	Hanimette	—	—	—	Harmony (412 Elida)	1.305dz	0.72dz	0.22	—	—
Grosvenor (547 GPC)	0.27	—	0.40	Hanimette	—	—	—	hair colour tube	—	—	—	—	—
gift packs	0.73	—	1.10	Hanimette	—	—	—	Harpic (1037 Reckitt)	—	—	—	—	—
cream foam beauty bath	1.37	—	2.06	Hanimette	—	—	—	lavatory cleanser	—	—	—	—	—
cream foam gloss	0.25	0.09	0.47	Hanimette	—	—	—	small	0.92dz	—	0.10	—	—
decanter	3.804dz	2.092dz	0.65	Hanimette	—	—	—	large	1.44dz	—	0.16	—	—
"London Scene"	5.268dz	2.897dz	0.90	Hanimette	—	—	—	super	1.18dz	—	0.13	—	—
bath gelee	2.925dz	1.608dz	0.50	Hanimette	—	—	—	Hayphryn (1599Winthrop)	1.55dz	—	0.17	—	—
Young Miss Grosvenor	1.60dz	—	0.20	Hanimette	—	—	—	spray	1.60dz	—	0.20	—	—
Fantasy 1 lb bag	0.90dz	—	0.11	Hanimette	—	—	—	Heath & Heather (588 H & H)	—	—	—	—	—
1½ lb bag	0.93dz	—	0.12	Hanimette	—	—	—	anti-smoking tablets	1.29dz	0.47dz	0.20	—	—
Sportsmans soap	0.735dz	—	0.09	Hanimette	—	—	—	dandelion coffee	4.24dz	—	0.47	—	—
Big Ben Fantasy	0.93dz	—	0.12	Hanimette	—	—	—	honey Special Blend	2.41dz	—	0.26	—	—
Chinese lantern bath	1.60dz	—	0.20	Hanimette	—	—	—	(clear or set)	11b	—	—	—	—
delights	1.60dz	—	0.20	Hanimette	—	—	—	lime blossom-	71b	2.07dz	—	0.22	—
Fantasy white opal glass	1.40dz	—	0.15	Hanimette	—	—	—	Roumania (clear)	71b	1.15	—	1.48½	—
jar	1.20dz	—	0.15	Hanimette	—	—	—	71b	1.15	—	—	—	—
Gucki (16 AGL)	1.70dz	—	0.21	Hanimette	—	—	—	orange—Spain (set)	11b	2.07dz	—	0.22	—
view 35mm	—	—	—	Hanimette	—	—	—	71b	1.15	—	—	—	—
Gustins Lithines (1336WJ&C)	—	—	—	Hanimette	—	—	—	clover-New Zealand	11b	2.29dz	—	0.24½	—
tablets	—	—	—	Hanimette	—	—	—	(set)	71b	1.29	—	1.66	—
1x21	—	—	—	Hanimette	—	—	—	golden-Mexican	11b	1.85dz	—	0.20	—
3x21	—	—	—	Hanimette	—	—	—	(set)	71b	0.99	—	1.28	—
6x21	—	—	—	Hanimette	—	—	—	hymetus (clear)	11b	3.97dz	—	0.41½	—
Hadensa (1336WJ&C)	—	—	—	Hanimette	—	—	—	floral-Canada (set)	11b	2.07dz	—	0.22	—
pile ointment	—	—	—	Hanimette	—	—	—	71b	1.15	—	—	1.48½	—
Hai Karate (1552 UL) London	—	—	—	Hanimette	—	—	—	everyday-Guatemala	11b	2.09dz	—	0.22½	—
after shave lotion	—	—	—	Hanimette	—	—	—	(clear)	71b	1.15	—	1.49	—
body talc	—	—	—	Hanimette	—	—	—	acacia-Roumania	11b	2.16dz	—	0.23½	—
Halex (1102 Sanitas)	—	—	—	Hanimette	—	—	—	(clear)	71b	1.19	—	1.53	—
toothbrushes	—	—	—	Hanimette	—	—	—	slippery elm food	21b	4.43dz	—	0.49	—
bristle	—	—	—	Hanimette	—	—	—	smoking mixture	—	—	—	—	—
Noddy	—	—	—	Hanimette	—	—	—	herbal	—	—	—	—	—
nylon	—	—	—	Hanimette	—	—	—	fragrant	—	—	—	—	—
Noddy	—	—	—	Hanimette	—	—	—	plain	—	—	—	—	—
carded	—	—	—	Hanimette	—	—	—	mellow	—	—	—	—	—
Capri	—	—	—	Hanimette	—	—	—	Vi-tablets	50	1.47dz	0.54dz	0.24	—
smokers	—	—	—	Hanimette	—	—	—	Heatherclean (588 H & H)	—	—	—	—	—
twin	—	—	—	Hanimette	—	—	—	tablets	16	1.535dz	—	0.16	—
junior twin	—	—	—	Hanimette	—	—	—	Heemex (727 Lane)	—	—	—	—	—
denture brush	—	—	—	Hanimette	—	—	—	pile ointment	28g	1.20dz	0.44dz	0.20	—
	—	—	—	Hanimette	—	—	—	1oz	—	—	—	—	—
	—	—	—	Hanimette	—	—	—	Heinz (593 Heinz)	7½oz	1.967	—	0.10	—
	—	—	—	Hanimette	—	—	—	dinners for one	—	—	—	—	—
	—	—	—	Hanimette	—	—	—	baby tumbler	—	—	—	—	—
	—	—	—	Hanimette	—	—	—	(2dz)	—	—	—	—	—
	—	—	—	Hanimette	—	—	—	0.625dz	0.10dz	0.09	—	—	—



		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
Hyfin	500cc	—	—	—	D	Janet's (800 TM)			D	shades of pink hanger		
Hypam fixer	80oz	1.72	—	2.58		Janet's (195 B & 5L)			I	gift set	93	1.55dz 0.7259dz 0.25
	10oz	—	—	—	D	Jantzen (810 Maw)			I	luxury coffret	96	3.10dz 1.4186dz 0.50
hardener	20oz	0.35	—	0.52½		swin caps			I	shell heart soap	417	8.60dz 3.3004dz 1.35
ID-2 developer	80oz	0.28	—	0.42		Bubble crepe	2.09dz	0.285dz 0.29		sitting doll	418	2.25dz 0.82dz 0.35
ID-11 developer	1gal	0.38	—	0.57		Callas	0.96	0.13 1.60		snooker soap	407	3.40dz 1.245dz 0.53
	600ml	0.15	—	0.22½		Chequer	4.66dz	0.64dz 0.65		soap palette	406	4.10dz 1.50dz 0.63
	80oz	0.28	—	0.42		Cindy	1.35	0.19 2.25		soap on a rope	306	2.15dz 0.785dz 0.33
	1gal	0.38	—	0.57		Cluster	3.22dz	0.44dz 0.45		swan with soap egg	415	2.90dz 1.06dz 0.45
	3gal	0.94	—	1.41		Cressy	0.60	0.08 1.00		three ducks	301	3.25dz 1.19dz 0.50
IF-23 fixer	1gal	0.68	—	1.02		Diving Girl	2.09dz	0.28dz 0.29		three lambs	302	3.25dz 1.19dz 0.50
Illofix	11	0.24	—	0.36		Ministar	2.81dz	0.385dz 0.39		Timothy Turtle	820	3.55dz 1.30dz 0.55
	80oz	0.33	—	0.49½		Rosebud	4.66dz	0.64dz 0.65		Trumpton	801	1.25dz 0.456dz 0.19
	1gal	0.44	—	0.66		Shamrock	2.30dz	0.315dz 0.32		Wally Walrus	81	4.50dz 1.65dz 0.70
Ilfosol	300ml	0.23	—	0.34½	I	Zoe	0.75	0.105 1.25		Je Reviens (1350 Worth)		
liquid acid hardener	80oz	0.74	—	1.11		Jaslyn (1070 Windsor)				eau de Je Reviens atomiser	1½oz	— — 1.25
	1gal	0.99	—	1.48½		mammoth ovals	1.19dz	0.43dz 0.18		Jochem's (101 Beautisales)	180cc	0.44 0.24 0.90
Microphen	600ml	0.15	—	0.22½		Jean Adaire (1149 Skuse)			D	dog lotion	180cc	0.44 0.24 0.90
developer	2.5l	0.31	—	0.46½		Jean Adaire (545 Grossmith)			I	Jocigares (1336 WJ & C)		
	3gal	1.10	—	1.65		curlset	150cc	0.50 0.27 0.09		Johnsons (672 Johnson)		
Perceptol	600ml	0.15	—	0.22½	I	lacquer sachet refill	28cc	0.64 0.34 0.04		bandages w.o.w. BPC		
	11	0.25	—	0.37½			50cc	0.94 0.51 0.06		lin x 4yd		0.258dz — 0.03½
	2.5l	0.33	—	0.49½						2in x 4yd		0.418dz — 0.05
	5l	0.51	—	0.76½						3in x 4yd		0.588dz — 0.06½
	1gal	0.47	—	0.70½						4in x 4yd		0.752dz — 0.09½
PQ universal	300ml	0.25	—	0.37½		Jean Sorelle (669 Sorelle) existing entry			D	bandages crepe		
developer	80oz	0.94	—	1.41		Jean Sorelle (669 Sorelle)			I	BPC 2in		1.521dz — 0.17½
	1gal	1.30	—	1.95		bath salts				2½in		1.835dz — 0.20
lamps	No. 2	3.65	—	5.47½		classic Venus	1021	3.70dz 2.035dz 0.63		3in		2.187dz — 0.25
darkroom	No. 4	8.75	—	13.12½		donkey and horse	1032	5.80dz 3.19dz 1.00		3½in		2.51dz — 0.28
	No. 7	3.93	—	5.89		globe	1092	4.40dz 2.42dz 0.75		4in		2.928dz — 0.32
	No. 8	3.93	—	5.89		peacock	1031	3.25dz 1.79dz 0.55		6in		4.254dz — 0.47½
mac (655 ICC)						posy holder	1034	2.25dz 1.625dz 0.38		cellulose		
hair removing cream						ribbed bottle	75	2.95dz 1.625dz 0.50		wadding 16oz		2.198dz — 0.25
sachet		0.62dz	0.34dz	0.10		royal decanter	78	4.40dz 2.42dz 0.75		cotton wool		
lotion	78g	2.34dz	1.29dz	0.38		shell	1035	4.40dz 2.42dz 0.75		BPC 1oz		0.569dz — 0.06½
ecto (1028 Rapidol) existing entry						swan	1030	2.95dz 1.625dz 0.50		4oz		1.593dz — 0.17½
ecto (1028 Rapidol)					D	waisted bottle	77	1.80dz 0.99dz 0.30		16oz		5.303dz — 0.59
colour creme		0.26	0.15	0.54	I	bubble bath				hospital 1oz		0.494dz — 0.06
creme hair lightener		0.12	0.07	0.25		apothecary jar	107	3.90dz 1.43dz 0.60		4oz		1.29dz — 0.14½
four-in-one ‡		0.20	0.11	0.41		aquaflora	956	2.90dz 1.06dz 0.45		16oz		4.975dz — 0.45
Hair Magic		0.16	0.09	0.33		cat and dog	1079	2.40dz 0.875dz 0.37		gauze BPC 1yd		0.86dz — 0.10½
Hi-lift		0.15	0.09	0.32		creme	small	— — 0.25		3yd		1.89dz — 0.23
Hint of a Tint		0.46dz	0.26dz	0.08		classic horse	1004	4.10dz 1.50dz 0.63		6yd		3.451dz — 0.38
Inecto Rapid ‡		0.20	0.11	0.41		easter bird	1006	2.60dz 0.95dz 0.40		12yd		6.731dz — 0.74½
‡		0.50	0.27	1.02		decanter flask	1007	5.80dz 2.125dz 0.90		gauze & cotton		
Inectoset		0.54dz	0.30dz	0.10		regal	921	3.25dz 1.19dz 0.50		tissue BPC 16oz		0.524 — 0.67
peach nut oil conditioner		1.10dz	0.61dz	0.19		royal	97	4.85dz 1.775dz 0.75		Drug Tariff 16oz		0.44 — 0.59
shampoo		0.72	0.26	0.06		Egyptian doll	92	4.20dz 1.54dz 0.65		incontinence pads	12	4.384dz — 0.53½
	bottle	(2dz)	(2dz)	0.26		groundhog	1003	2.95dz 1.08dz 0.45		lint BPC 1oz		0.873dz — 0.10½
shampoo hair colour		1.66dz	0.61dz	0.26		junior	38	1.50dz 0.552dz 0.23		4oz		2.71dz — 0.30½
remover		0.40	0.22	0.82		jug vase	922	4.50dz 1.65dz 0.70		16oz		10.087dz — 1.11
stain remover		0.40	0.22	0.82		luxury	1008	3.25dz 1.19dz 0.50		lint boric 1oz		0.914dz — 0.11½
fa-Care (1055 RM)						mini car	929	1.95dz 0.716dz 0.30		4oz		2.958dz — 0.33
baby bath	120cc	1.625dz	0.565dz	0.23		miniature	40	0.85dz 0.31dz 0.13		multiple pack		
	500cc	4.94dz	1.72dz	0.70		poodle	89	5.15dz 1.885dz 0.80		dressing No. 1		2.552dz — 0.28½
noxa (654 Innoxia)						power boat	1020	1.30dz 0.476dz 0.20		No. 2		5.208dz — 0.57½
foundation 4l		—	—	0.59		sitting and living	933	3.45dz 1.465dz 0.53		N.A. dressings		0.988 — 0.04
tegrin (1599 Winthrop)						six pack miniature	1002	5.05dz 1.85dz 0.78		sterilised lint		
traval (971 P5MB)†Is4A		8.92	3.265	—		snow queen	1010	5.80dz 2.125dz 0.90		dressing	small	0.392dz — 0.06
sodium ampoules						spital bottle	71	1.95dz 0.716dz 0.30		medium		0.572dz — 0.06
2.5% 0.5g	50	3.22	—	4.83		standard	19A	2.60dz 0.95dz 0.40		large		0.887dz — 0.11½
5% 0.5g	50	2.92	—	4.38	I	trio pack miniature	1001	2.55dz 0.93dz 0.39		triangular		
dex (1153 SKF)						fluted glass decanter				bandage		1.295dz — 0.15
ointment	25g	0.11	0.04	0.21		glass cotton wool bowl	1050/1051	5.30dz 2.915dz 0.90		Joy-rides (1178 Stafford)		
with methyl sal	25g	0.11	0.04	0.21		Marienbad bath gel	1060	3.95dz 1.2984dz 0.60		tablets	12	1.36dz — 0.17
on Jelloids (104 BP)						novelty range	1011	4.20dz 1.54dz 0.65		Juno Junipah (312 AC)		
		2.885dz	—	0.31		almonds	203	0.95dz 0.35dz 0.15		major effervescent 8oz		
		4.65dz	—	0.50		apothecary	208	5.00dz 1.83dz 0.78		Kalmine (1336 WJ & C)		
o-Pak (16 AGL)						aquarium	401/402	1.80dz 0.66dz 0.28		Keatings (430 Eucryl)		
camera outfit		—	—	5.91½		bath dream gift pack	1093	10.53dz 3.86dz 1.64		powder		0.60 — 0.07
case		—	—	1.67½		childrens set	304	3.90dz 1.07dz 0.58		Keepaway (1418 Strenol)		
old model		—	—	—	D	camberwick green	808	1.25dz 0.456dz 0.19		Keepaway (1169 BG5)		
trait de Marron (1336WJ&C)						cat and dog money	419	2.40dz 0.875dz 0.37		Kelflex (413 Lilly)		
25ml		0.39	0.14	0.73		boxes (soap)	414	4.50dz 1.65dz 0.70		suspension 250mg/5ml	100ml	3.75 — 5.63
tramycetin (938 PD)T5						for her	311	5.85dz 1.46dz 0.85		tablets 500mg	100	35.00 — 53.25
(vet.) vial	10ml	0.33	—	0.49½	I	for her on rope	413	4.10dz 1.50dz 0.63		tablets	100	0.20 — 0.30
	30ml	0.92	—	1.38		for him	310	5.85dz 1.46dz 0.85		1000		1.44 — 2.16
damelis (1336WJ&C)					D	for him on rope	412	4.10dz 1.50dz 0.63		5000		6.40 — 9.60
dharma Native (1336WJ&C)						globe with soap	420	4.80dz 1.76dz 0.75		Kelolate (824 MCP)		
ampoules 2ml	10	0.40	0.15	0.75		ground hog	404	1.95dz 0.716dz 0.30		tablets	100	0.30 — 0.45
solution	50ml	0.32	0.12	0.60		guest soap	400	2.10dz 0.765dz 0.32		1000		2.26 — 3.39
tablets	40	0.32	0.12	0.60		guest pack gift set	305	6.20dz 1.32dz 0.88		5000		8.50 — 12.75
dine Robin (1336WJ&C)					D	guardsman	409	2.75dz 1.00dz 0.43		Kelocyanor (1077 Rona)		
dobesin (1336WJ&C)					D	Hectors house	300	1.25dz 0.456dz 0.19		ampoules	6	3.00 — —
solon (800 TM)					D	heart quintet	405	4.50dz 1.65dz 0.70		Kemazoids (175 BCP)		
solon (195 B & 5L)					D	herbal soap	403	5.80dz 2.12dz 0.90		tablets	20	1.32dz 0.05dz 0.15
o-Autohaler (1061 Riker) ‡54B					I	little Miss Bubbles and				Kent (693 Kent)		
complete		1.97	—	2.96		sponge	1040	3.90dz 1.43dz 0.60		bath brushes	FW1	2.15 0.76 3.99
refill		0.72	—	1.08		little Miss Bathtime	1042	4.05dz 1.7519dz 0.65		FW7		1.28 0.46 2.38
olevin (1352 Wyeth)					D	little Miss Elevenses	1041	3.90dz 1.43dz 0.60		FHW2		4.17 1.48 7.74
tablets					D	lemons (3)	410	2.90dz 1.06dz 0.45		FHW4		4.17 1.48 7.74
othionaidine (1336WJ&C)					D	Mickey Mouse	200	0.70dz 0.255dz 0.11		FP7		1.62 0.58 3.01
oxyl (1378 Con Phar) existing entry					I	mixed fruit	411	2.90dz 1.06dz 0.45		FP6		0.60 0.21 1.11
oxyl (1471 Con Phar) ‡54B						peacock with soap egg				FD3		1.28 0.46 2.38
(distributors 1077 Rona)						pomander	1070	2.95dz 1.625dz 0.50		FHD1		1.70 0.60 3.15
tablets 500mg	500	14.13	—	—		posy	216	2.45dz 0.895dz 0.38		complexion brushes	BD1	0.48 0.17 0.89
ckel (1412 Jackel)						rattan basket	204	5.70dz 2.085dz 0.88		Bloom of Youth	BPI	0.57 0.20 1.05
combs aluminium										hair brushes ladies		
pocket	200	0.12	0.045	0.22						classic "oval" design		
medium	210GF	0.13	0.05	0.25						LC4		2.43 0.86 4.51
	225 & 252	—	—	—	D					L57		2.15 0.76 3.99
										LH55		4.53 1.61 8.41
										LH521		13.20 4.69 24.49



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
pneumatic rubber type				Ektachrome high speed				Lands (1297 WD)			
LC17	1·35	0·48	2·51	120	0·44	0·24	0·78	Lands (1418 Strenol)			
LC6	1·89	0·67	3·51	Ektachrome-X				Lanoxin (208 BW) †sl			
whalebone pattern				127; 120; 620	0·315	0·175	0·56	oral solution 10ml	0·18	—	0·27
"Radial"				126—20	0·50	0·275	0·89	Laradopa (1074 Roche) †S4B			
LHS7	4·24	1·51	7·87	Kodachrome II 828—12	0·62	0·14	0·90	tablets 500mg 200	8·20	—	—
LC7	1·82	0·65	3·38	Kodachrome-X 135				Lassie (967 Petfoods)			
LC16	1·06	0·38	1·97	(12 exp)	0·30	0·165	0·53	liver rich large	3·69	0·71	0·11
LC20	0·63	0·22	1·17	(20 exp)	0·365	0·20	0·65	(4 dz)	(4 dz)		
LHS1	2·43	0·86	4·51	(36 exp)	0·50	0·275	0·89	Ledermycin (746 Lederle) TS			
LP20	1·73	0·62	3·21	Ektachrome high speed				drops 10ml	0·25	—	0·38
Cosby "Allure"				(20 exp)	0·62	0·34	1·10	Lederplex (746 Lederle)			
de luxe	2·01	0·71	3·73	Ektachrome-X 135				capsules 100	0·85	—	1·28
popular	0·80	0·28	1·48	(36 exp)	0·71	0·39	1·26	liquid 100ml	0·35	—	0·53
debutante refill	0·27	0·10	0·51	Kodachrome II				Leichner (749 Leichner)			
perfume	0·05	0·03	0·10	135—20	0·90	0·265	1·36	Kamera Klear			
hair brushes men's				135—36	1·30	0·37	1·96	glowlighters	—	—	0·50
classic "oval" design				Kodachrome-X				Lemaire's (1149 Skuse)			
MN11	3·56pr	1·27pr	6·61	135—20	0·90	0·265	1·36	brilliantine solid	1·50	0·81	0·09
MS1	1·54pr	0·55pr	2·86	135—36	1·30	0·37	1·96	(3dz)	(3dz)		
MS2	4·53pr	1·61pr	8·40	movie films (double 8mm)				eau de Cologne 255cc	1·12dz	0·60dz	0·19
MS4	4·53pr	1·61pr	8·40	Kodachrome II				eau de lavande 255cc	1·12dz	0·60dz	0·19
MHS21	26·95pr	9·59pr	50·01	25ft spool	1·05	0·37	1·65	Lemken (1335 Wigglesworth)			
MS26	3·16pr	1·12pr	5·86	25ft magazine	1·30	0·485	2·06	hot lemon drink			
nail brushes "Crown"				for Bolex 100ft	3·64	1·145	5·56	sachets (6)	1·33dz	0·48dz	0·20
NP11	0·21	0·07	0·39	Super 8 cartridge	1·25	0·48	2·00	Lentheric (753 Lentheric) existing entry)			
NHB0	1·19	0·42	2·20	Super 8 double				Lentheric (753 Lentheric)			
NHB1	1·62	0·58	3·01	100ft spool	4·49	1·545	7·00	Centaur			
NHB2	2·15	0·76	3·99	movie films (16mm)				after shave lotion			
NHB3	2·70	0·96	5·01	Kodachrome II				52ml	—	—	1·25
NHB4	3·40	1·21	6·31	50ft spool	1·75	0·665	2·79	105ml	—	—	1·90
NHB5	3·96	1·41	7·35	50ft magazine	2·07	0·825	3·34	anti-perspirant			
NPI5	0·10	0·04	0·19	100ft spool	2·96	1·135	4·69	deodorant spray			
NHW1	1·21	0·43	2·25	Kola Astier (1336 WJ & C)				Cologne 52ml	—	—	1·12
NB1	0·60	0·21	1·11	dragees	0·25	0·09	0·47	105ml	—	—	1·60
NB5	1·89	0·67	3·50	granules	0·25	0·09	0·47	foam shave 135g	—	—	2·45
NB6	1·62	0·58	3·01	Koladex (718 LAB)				pre-electric shave 52ml	—	—	1·10
N9	0·21	0·07	0·37	tablets 24	1·05dz	0·39dz	0·18	105ml	—	—	1·25
V4	2·49	0·89	4·62	Kolynos (655 ICC)				soap	—	—	1·90
V5	3·40	1·21	6·31	denture fixative	1·25dz	—	0·14	talcum 105g	—	—	0·60
V7	5·09	1·81	9·45	powder	1·98dz	—	0·22	Miss Lentheric			
V8	5·66	2·01	10·50	super white dental cream	1·26dz	0·46dz	0·18	bath foam	—	—	0·96
C23	2·26	0·80	4·19	large	1·33dz	0·49dz	0·19	eau de toilette	—	—	0·60
W20	0·66	0·23	1·22	Konakion (1074 Roche)				21g	—	—	0·90
W23	2·26	0·80	4·19	ampoules 1 mg/0·5ml 10	0·45	—	0·68	43g	—	—	1·25
C21	1·55	0·55	2·88	50	1·90	—	3·85	spray	—	—	1·35
C20	0·66	0·23	1·22	10mg/1ml 10	0·85	—	1·28	eau de parfum spray	—	—	1·40
KS2	3·17	1·13	5·88	3 & 25	3·60	—	5·40	hand lotion	—	—	0·69
KS12	1·01	0·36	1·88	3 & 25	—	—	—	parfum creme	—	—	1·15
KS28	2·12	0·75	3·93	Kumfi-Kut (245 Champion)				perfume module	—	—	1·45
KS29	0·49	0·17	0·91	scissors				6g	—	—	2·75
KS30	0·94	0·33	1·74	baby nail 3½in	0·39	0·055	0·64	12g	—	—	4·15
toothbrushes				straight nail chrome				soap twin pack	—	—	0·48
"Smokers"	1·77dz	—	0·22	D61	0·44	0·06	0·72½	talc	—	—	0·59
"Harley Street" ex. hard	1·67dz	—	0·21	curved nail 3½in D61B	0·50	0·185	0·94	Onyx after shave lotion	—	—	0·84
"Junior"	0·67dz	—	0·08	cuticle curved 3½in 4004	0·50	0·185	0·94	after shave balm	—	—	1·25
Keracid (1153 SKF)				fine RB	0·50	0·185	0·94	anti-perspirant deodorant	—	—	0·90
solution 15ml	1·35	—	2·03	man's nail 282	0·50	0·07	0·82½	spray	—	—	1·30
KiKU (446 FI)				pocket 3½in 88	0·46	0·065	0·76	Cologne	—	—	0·98
anti-perspirant spray	0·43	0·235	0·95	fine nail 3½in K115	0·46	0·065	0·76	deodorant roll-on	—	—	0·95
spray Cologne 2oz	0·52	0·285	1·15	trim-a-toe 242	0·46	0·065	0·76	foam shave	—	—	1·35
eau de parfum spray	0·61	0·335	1·35	fine cuticle straight R	0·44	0·06	0·72½	hair dressing	—	—	0·75
Kirby (705 Kirby)				nail files 2½in	0·025	0·014	—	hair cream	—	—	0·95
bronchial balsam† 100ml	1·35dz	0·495dz	0·23	3in	0·04	0·015	—	hair lotion without oil	—	—	0·84
200ml	2·30dz	0·845dz	0·37	3½in	0·04	0·015	—	pre-shave lotion	—	—	1·25
non-poison formula				4in	0·05	0·02	—	shampoo	—	—	0·84
100ml	1·35dz	0·495dz	0·23	4½in	0·05	0·02	—	shaving bowl	—	—	1·25
cherry bark linctus				5in	0·06	0·035	—	refill	—	—	0·63
child's 100ml	1·15dz	0·42dz	0·18	6in	0·06	0·035	—	cream	—	—	0·90
iron & yeast tablets 80	1·40dz	0·51dz	0·25	7in	0·075	0·045	—	soap toilet (1)	—	—	0·56
junior balsam 100ml	1·15dz	0·42dz	0·18	8in	0·10	0·055	—	bath (2)	—	—	0·30
mentholated balsam				Kwells (893 Nicholas) †				talc	—	—	0·80
150ml	1·40dz	0·51dz	0·24	quick	1·53dz	—	0·17	Tweed perfume	—	—	1·90
mouth ulcer tablets 20	1·10dz	0·40dz	0·18	Kwic-bru (535 Granose)				replica	—	—	2·20
multivitamin tablets 100	2·00dz	—	0·25	3oz	1·76dz	—	0·18½	purse flacon	—	—	3·50
special backache &				6oz	3·03dz	—	0·31½	bouquet miniature	—	—	5·50
kidney tablets 40	1·20dz	0·44dz	0·22	2½lb	1·60	—	2·00	21g	—	—	0·69
vitaminised iron &				Lacteol (1336 WJ & C)				43g	—	—	1·05
yeast tablets 100	1·75dz	—	0·23	ampoules 7	0·35	0·13	0·66	80g	—	—	2·30
white horse oils 100ml	1·20dz	0·44dz	0·18	tablets 45	0·28	0·10	0·51	spray	—	—	1·65
Kit-E-Kat (967 Petfoods)				90	0·54	0·20	1·01	eau de parfum spray	—	—	1·65
large	3·18	0·61	0·09½	Lady Manhattan (893 Nicholas)				Iceberg	—	—	0·86
(4 dz)	(4 dz)			Cologne 1oz	3·855dz	2·01dz	0·65	bath foam	—	—	1·10
K-Lens (810 Maw)				hair spray	3·44dz	1·80dz	0·58	bath cubes (6)	—	—	0·80
eye lotion 490·00	2·61dz	0·955dz	0·40	perfume 3·5cc	3·86dz	2·02dz	0·65	cream skin perfume	—	—	1·50
Kleenex (702 KC)				talcum	2·26dz	1·18dz	0·38	dusting powder	—	—	1·38
10 case rates minimum order direct				L'Air du Temps (936 PNR)				essence	—	—	1·25
toilet tissues				creme parfum CB3	—	—	1·66	hair mist	—	—	1·21
twin pack rolls	1·68	—	0·10	dusting powder TB2	—	—	1·89	hand lotion	—	—	0·85
(1½ dz)	(1½ dz)			perfume B881	—	—	4·19	soap, guest (6)	—	—	0·81
Kling (672 Johnson)				B831	—	—	10·00	toilet (2)	—	—	0·58
confirming				de luxe B33	—	—	9·26	bath cartoned	—	—	0·46
bandage 2in	0·656dz	—	0·08	atomiser B940	—	—	4·21	talc	—	—	0·69
3in	0·854dz	—	0·11	soap (3) SB1	—	—	1·33	traveller	—	—	1·61
4in	1·02dz	—	0·12½	talcum TB3	—	—	1·21	Lentizol (1310 WW) †S4B			
6in	1·413dz	—	0·17½	toilet water B7	—	—	2·13	capsules 25mg 50	0·70	—	1·05
Kodak (711 Kodak)				atomiser B5	—	—	5·40	250	3·15	—	4·73
Instamatic				atomiser B106	—	—	4·11	50mg 50	1·42	—	2·13
colour outfits "33"	2·445	1·345	5·01	B117	—	—	2·17	250	6·40	—	9·60
"133"	3·955	1·95	7·84	airomatique refill B175	—	—	2·21				
"133"-X	4·015	2·085	8·12	Lanalem (903 NPU)							
"233"	5·955	3·05	12·01½	hand cream 45g	1·17dz	0·645dz	0·20				
"233"-X	6·165	3·27	12·60½	100g	1·63dz	0·90dz	0·28				
"333"	12·235	6·485	25·10	old pack	—	—	—				
"333"-X	12·81	6·775	26·25½								
"304"	8·00	4·205	16·33								
colour roll films											
Kodachrome-X											
127; 120; 620	0·27	0·15	0·48								
828	0·245	0·135	0·44								
126—12	0·32	0·175	0·57								
126—20	0·40	0·22	0·71								



	Trade £·p	Tax £·p	Retail £·p
<b>ovax Plus (208 BW)</b>			
accine (vet.)	13.50	—	—
5 x 1ml			
<b>idrone (208 BW) †s1</b>			
ection 10mg/ml	0.44	—	0.66
onatal 1mg/ml	0.26	—	0.39
<b>axin (1074 Roche)</b>			
lets	25	—	—
<b>ium (1074 Roche) †54B</b>			
ipoules	10	—	2.48
3	—	—	—
<b>nsa (1336 WJ &amp; C)</b>			
<b>uard (893 Nicholas)</b>			
infant	0.86dz	—	0.09½
small	1.445dz	—	0.16
large	1.985dz	—	0.22
giant	0.725	—	0.96
<b>s of the Valley (981 Picot)</b>			
u de toilette	1.90dz	1.045dz	0.32½
n-flo	10cc	—	—
<b>tavit (968 P-Dev) †DDI</b>			
500ml	1.225	—	—
<b>tuss (78 AS &amp; Co)</b>			
100ml	1.30dz	0.48dz	0.20½
<b>s (1529 CL)</b>			
amin C powder	60g	—	0.60
<b>flavonoid (757 Lewis)</b>			
ules	100	12.80dz	4.65dz
500	59.20dz	21.70dz	9.21
<b>triad (757 Lewis)</b>			
ules	100	10.60dz	3.90dz
1000	98.80dz	36.20dz	15.36½
<b>uid</b>			
200ml	7.50dz	2.75dz	1.16½
II	35.20dz	12.90dz	5.47½
<b>(1282 VB) existing entry</b>			
<b>(1282 VB)</b>			
emard ointment	1.50dz	0.55dz	0.20
choid lotion	3.00dz	1.10dz	0.45
acoid lotion	2.00dz	1.10dz	0.35
ecial dressing	1.80dz	0.99dz	0.30
andard dressing	1.80dz	0.99dz	0.30
ntas colour restorer	2.10dz	1.155dz	0.40
<b>g Hair (1412 Jackel) existing entry</b>			
<b>ng Hair (1412 Jackel)</b>			
rotein conditioner	0.21	0.115	0.44
ampoo	0.18	0.065	0.33
	0.30	0.11	0.55
<b>a (893 Nicholas)</b>			
id relief sachets	5	1.625dz	0.55dz
<b>nglex (256 CPL)</b>			
il polish cream	1.07dz	0.54dz	0.17
earl	1.39dz	0.71dz	0.22
emover	0.76dz	0.39dz	0.12
<b>in (1074 Roche) existing entry</b>			
<b>an (1074 Roche)</b>			
ipoules 1mg/ml	10	0.80	—
<b>on (295 CM &amp; R) existing entry</b>			
<b>on (295 CM &amp; R)</b>			
uid (vet.)	1qt	2.815	—
	lgal	12.75	—
ste cartridges	6	9.30	—
lets	7lb	6.56	—
<b>Aerosol (1123 5LL)</b>			
essurised aerosol 10ml	0.65	—	—
<b>zade (103 Beecham)</b>			
small	1.345	0.22	0.07½ *
	(2 dz)	(2 dz)	
	Includes 0.015 for container		
large	1.815dz	0.335dz	0.20 *
	Includes 0.025 for container		
<b>aby (497 GEC)</b>			
ctric overblankets	—	—	16.90
ngle	—	—	19.20
uble	—	—	21.65
dual control	—	—	—
derblankets	—	—	—
ngle	—	—	7.40
uble	—	—	9.45
dual control	—	—	10.45
<b>gerine (1336 WJ &amp; C)</b>			
<b>inal (1599 Winthrop)</b>			
dium ampoules	—	—	—
<b>t (331 C of C)</b>			
bble bath	1.78dz	0.625dz	0.27
<b>y's (781 Lusty)</b>			
ery tea	4½oz	4.50dz	—
estive tablets	150	2.50dz	0.915dz
lic perles	30	1.15dz	0.421dz
	96	3.30dz	1.21dz
	192	6.10dz	2.235dz
	1000	2.20	0.805
ables	150	2.50dz	0.915dz
rbal hair tonic	110cc	1.35dz	0.745dz
kin cream	tube	1.30dz	0.715dz
ables special	150	2.50dz	0.915dz
ip powder blue	4oz	1.40dz	—
alted tablets	250	3.00dz	—
apsules	24	1.40dz	—
	84	3.85dz	—
ithin capsules	60	1.40dz	—
	300	5.00dz	—
on hand cream	tube	1.30dz	0.715dz
enthol cones	—	0.60dz	—
ve tablets	150	2.50dz	0.915dz
ewort suppositories	—	2.25dz	0.82dz
pberry tea	1.20dz	0.442dz	0.18
aweed bath	1.90dz	0.995dz	0.28
aweed tablets	150	2.50dz	0.915dz
aweed and	—	—	—
ables	150	2.50dz	0.915dz

	Trade £·p	Tax £·p	Retail £·p
seaweed and sarsaparilla			
tablets	150	2.50dz	0.915dz
sleep inducing tablets	150	2.50dz	0.915dz
slippery elm tablets	25	0.60dz	0.08
<b>Lutormone (208 BW)</b>			
tablets 1500iu	10	—	—
<b>Lyndiol (917 Organon) †s4B</b>			
tablets	22	0.233	—
<b>Lysanthine (1336 WJ &amp; C)</b>			
granules	0.36	0.13	0.67
<b>Maalox (324 Crookes)</b>			
tablets No. 2	30	—	—
<b>McKintol (1335 Wigglesworth)</b>			
dandruff lotion	4oz	1.25dz	0.69dz
<b>Mac (103 Beecham)</b>			
lozenges	0.435dz	0.16dz	0.06
	0.94dz	0.345dz	0.13
<b>Macdonald (786 Macdonald)</b>			
household cotton wool			
100g	0.70dz	—	0.08½
200g	1.05dz	—	0.12½
400g	1.95dz	—	0.22
carton 4oz	0.93dz	—	0.11
roll	0.43dz	—	0.05
pleats	50g	0.53dz	—
200g	1.20dz	—	0.14
<b>Mackenzies (312 AC)</b>			
smelling salts	flat	0.095	0.035
handbag	0.075	0.027	0.13
<b>Maclean (104 BP)</b>			
indigestion tablets	1.16dz	0.43dz	0.16
	2.03dz	0.745dz	0.28
	1.45dz	0.535dz	0.20
powder	2.03dz	0.745dz	0.28
<b>Macleans (105 BTD)</b>			
toothpaste freshmint and			
white fluoride			
standard	1.025dz	0.38dz	0.14½
large	1.50dz	0.55dz	0.21
economy	2.07dz	0.76dz	0.29
giant	2.57dz	0.945dz	0.36
<b>Mac-lemon (103 Beecham)</b>			
cold treatment	1.595dz	0.585dz	0.22
<b>Madecassol (1077 Rona)</b>			
ampoules	1ml	—	—
<b>Mademoiselle Ricci (936 PNR)</b>			
toilet water	E7	—	1.97
	E6	—	3.18
atomiser	E107	—	2.75
refill	E175	—	2.36
cream perfume	CE3	—	1.66
soap	5E1	—	1.33
talcum	TE3	—	1.17
<b>Madribon (1074 Roche) †s4B</b>			
drops	—	—	—
syrup	500ml	—	—
tablets	10	—	—
<b>Mafu (506 Gerhardt)</b>			
insecticide strip	10	0.29	—
40	0.61	—	0.85
<b>Ma Griffe (1469 PC)</b>			
Cologne 4oz	8029	—	2.87
26oz	8032	—	14.20
perfume cream	4804	—	1.52
miparfum 1oz	—	—	3.26
mousse douce	4829	—	1.28
perfume	8042	—	2.53
atomiser	8079	—	4.00
soap	4851B	—	0.56
	4856	—	0.82
toilet perfume	8728	—	2.49
	8730	—	6.31
velvet foam bath	4848	—	2.29
<b>Mammiject (1169 BGS)</b>			
injection (vet.)	1.02	—	1.60
<b>Mandelle (555 Haffenden)</b>			
hot water bottles	—	—	—
candlewick covered	0.62	—	0.85
velour covered	0.72	—	0.99
<b>Mandleberg (1287 Vitalam)</b>			
<b>Mannitol (1123 5LL)</b>			
B.P. 10%	500ml	0.63	—
20%	500ml	0.61	—
25%	500ml	0.61	—
<b>Marathon (98 Beales) existing entry</b>			
<b>Marathon (98 Beales)</b>			
one-way nappies (2 in	—	—	—
bag)	—	—	—
standard	2.28dz	—	0.38
large	2.58dz	—	0.43
<b>Marcan (179 BDH)</b>			
ampoules plain	—	—	—
0.5% 10ml x 5	0.83dz	—	—
0.25% 10ml x 5	0.69dz	—	—
<b>Margo of Mayfair (798 Margolis)</b>			
<b>Margo of Mayfair (545 Grossmith)</b>			
baby powder	B5g x 2dz	1.13	0.40
	170g x 2dz	1.65	0.59
luxury	280g x 2dz	2.63	0.94
bath cubes (6)	4dz	2.26	1.21
bath salts	340g x 2dz	1.42	0.76
bubble bath sachets	3dz	0.96	0.34
deodorant "24 hour call"	84cc x 2dz	2.50	1.36
hair lacquer	—	—	—
sachet refill	50cc x 3dz	0.94	0.51
crystal clear	50cc x 3dz	0.94	0.51

		Trade £·p	Tax £·p	Retail £·p	
aerosol standard					
84cc × 2dz		1.85	0.99	0.16	
fragrant French					
280cc × 1dz		1.85	0.99	0.32	
spray dispenser					
56cc × 1dz		0.70	0.38	0.12	
hand cream "avante garde"					
150cc × 2dz		1.85	0.99	0.16	
"rose drops"					
48cc × 1dz		0.40	0.21	0.07	
shampoos					
assorted sachets					
20cc × 2dz		0.35	0.12	0.03	
5t. Tropaz cream, egg					
& lemon,					
medicated					
380cc × 2dz		2.13	0.76	0.15	
herb		380cc × 2dz	2.37	0.85	0.18
talcum giant ovals					
340g × 2dz		2.56	1.38	0.23	
Marigold (774 LR)					
baby pants					
threesome pull-on (3)		1.17dz	—	0.14	
twosome pull-on		—	—	—	D
snappies snap-on		1.60dz	—	0.19	
luxury snap-on		—	—	—	D
Marina (786 Macdonald)					
holdalls	191	0.42	0.155	0.79	I
	192	0.44	0.16	0.82	
	193	0.65	0.24	1.21	
face cloths	122	0.92dz	0.13dz	0.12½	
	123	1.35dz	0.19dz	0.19	
Marinure (1159 W5HL) existing entry					D
Marinure (1159 WSHL)					I
liquid seaweed concen-					
trate	175ml	1.10dz	—	0.14	
	500ml	2.40dz	—	0.30	
Marion Moore's (545 Grossmith)					I
witch hazel jelly	30g	0.54dz	0.29dz	0.10	
Marivax (208 BW) V50					I
vaccine 250 dose	5	59.93	—	70.50	
Marmola (800 TM)					D
Marmola (312 AC)					I
Martlet (1394 MWC)					
cider vinegar	13oz	—	—	0.17	
	40oz	—	—	0.47	
	1gal	—	—	1.28	
Honegar	13oz	—	—	0.30	
	40oz	—	—	0.86	
	1gal	—	—	2.90	
Marwol (675 Jones)†s1					
mole poison		1.60dz	—	0.20	
Mary Quant (876 MP)					
tan trap		4.20dz	2.31dz	0.75	
Marzine (208 BW) †s7					
tablets 50mg	10	0.10	—	0.15	
	100	0.66	—	0.99	
Masse (922 Ortho)					
cream	28g	0.14	—	0.21	
Matey (893 Nicholas)					
bath liquid		1.69dz	0.575dz	0.22	
powder		1.69dz	0.575dz	0.22	
Maws (810 Maw)					
Nursery Products					
baby bath care		1.92dz	0.72dz	0.28	
baby bottle warmer		1.50	0.55	2.60	
baby powder standard					
	351.01	0.85dz	0.31dz	0.13	
family					
	351.04	1.43dz	0.53dz	0.22	
	351.00	1.76dz	0.97dz	0.28	I
lotion		1.28dz	0.47dz	0.20	
nappy liners	25	1.15dz	—	0.14	I
	50	2.00dz	—	0.25	
	100	3.85dz	—	0.46	
one-way	2	2.40dz	—	0.30	
oil	347.20	1.28dz	0.705dz	0.22	
pants					
	327.89/78/59/88/90	0.60dz	—	0.07½	
Tufty pants		1.60dz	—	0.20	
Tufty Tail pads					
newborn	20	2.24dz	—	0.23	
standard	10	1.28dz	—	0.13	
	20	2.32dz	—	0.24	
	30	3.28dz	—	0.34	
babysoft soap	353.01	0.57dz	0.21dz	0.08	
feeders	302.00	1.87dz	—	0.23	
	302.11	1.60dz	—	0.20	
	302.01	1.61dz	—	0.20	
	303.22	1.55dz	—	0.19	
	360.00	1.45dz	—	0.18	
	360.02	1.28dz	—	0.16	
gripe mixture	497.03	1.16dz	0.43dz	0.18	
junior shampoo	348.00	1.64dz	0.60dz	0.25	
K.L.N. suspension	497	1.03dz	0.38dz	0.16	
Simpla feeder and teat					
	304.00	2.42dz	—	0.30	
spare bottle	304.01	2.02dz	—	0.25	
4oz poly.	304.21	1.60dz	—	0.20	
Boz poly.	304.22	1.69dz	—	0.21	
spare cap and disc					
	306.05	0.37dz	—	0.05	
jug	306.09	3.60dz	0.49dz	0.50	
mixer	306.10	0.71dz	0.10dz	0.09	
set	327.00	1.01	0.06	1.50	
sterilising solution					
	338.10	2.10dz	—	0.25	



	Trade £·p	Tax £·p	Retail £·p
teats assorted hole	300·03	0·50dz	— 0·06
universal		0·67dz	— 0·08
Nursery Sundries			
anti-splash potty	396·20/21	4·00dz	— 0·50
baby bath mat	369·90	3·76dz	0·515dz 0·53
food and bath thermo-			
meter	397·30	5·90dz	0·47dz 0·72
sponges	397·40	0·52dz	0·19dz 0·08
brush and comb set	396·10/11	2·31dz	0·845dz 0·36
hand decorated	396·15	3·69dz	1·35dz 0·58
child's training seat	396·40	5·52dz	— 0·69
feeder beaker	396·45	1·47dz	0·20dz 0·20
feeder set	396·30/31	2·95dz	0·405dz 0·39
	396·05/06	3·19dz	0·435dz 0·44
keep warm plate	396·35	5·07dz	0·70dz 0·67
neat'n tidy baby bag	397·20	7·64dz	2·80dz 1·30
plastic bib	397·60	0·71dz	— 0·09
plastic overall feeder	397·61	1·12dz	— 0·14
potty Bin	396·25/26	2·88dz	— 0·36
pram nets	397·00	2·64dz	— 0·33
terry bibs	397·50	0·88dz	— 0·11
terry feeders	397·55	2·45dz	— 0·32
terry squares standard	12	1·80	— 2·40
super	12	2·24	— 2·99
Proprietaries			
lanolin cream			
tube	488·00	0·77dz	0·425dz 0·13
jar	488·01	1·88dz	1·035dz 0·32
pre-natal oil	347·10	1·81dz	0·995dz 0·31
baby cream	347·01	1·12dz	— 0·14
petroleum jelly BP	338·02	0·96dz	— 0·12
zinc & castor oil cream	337·11	1·16dz	— 0·14
BP			
Maybelline (1377 R & A)			
eye gloss pearly		1·50dz	0·784dz 0·25
eye lashes		4·50dz	2·351dz 0·75
adhesive		1·50dz	0·784dz 0·25
eyeliner cake		0·90dz	0·47dz 0·15
eyeliner brush		1·50dz	0·784dz 0·25
eye shadow single		0·90dz	0·47dz 0·15
eye shadow brush		1·35dz	0·708dz 0·22½
applicator		0·90dz	0·47dz 0·15
Mazola (200 B & P)			
corn oil	16oz	2·17dz	— 0·21½
	22oz	2·88dz	— 0·28½
	32oz	4·14dz	— 0·41
Mebryl (1153 SKF) †57			
Spanule capsules	30	0·42	— 0·63
	250	3·38	— 5·07
Mecabiltz (1136 Silber) existing entry			D
Mecabiltz (1136 Silber)			I
flashguns 180		—	17·60
charger		—	4·37
181		—	15·97
182		—	23·10
charger		—	4·37
184		—	28·60
charger		—	4·37
Medicaire (295 CM & R) existing entry			D
Medicaire (295 CM & R)		—	0·34
Medijel (366 Dendron)			I
tube	1·50dz	—	0·18
pastilles	10	1·265dz	— 0·15
Mennen (1506 Mennen) existing entry			D
Mennen (1506 Mennen)			
deodorant aerosol	80g	2·28dz	1·18dz 0·38
	130g	2·92dz	1·52dz 0·49
anti-perspirant	120g	2·40dz	1·26dz 0·40
	170g	3·00dz	1·58dz 0·50
stick	50g	2·62dz	1·36dz 0·45
foam shave	200g	2·18dz	0·76dz 0·32
pre-shave lotion	55cc	2·04dz	1·06dz 0·35
shave cream lather	70g	1·25dz	0·44dz 0·18
brushless			
	70g	1·25dz	0·44dz 0·18
skin bracer	55cc	2·04dz	1·06dz 0·35
	110cc	2·90dz	1·52dz 0·50
atomiser	110cc	4·64dz	2·42dz 0·80
soother	55cc	2·62dz	1·36dz 0·45
Dry Time			
after shave	55cc	2·62dz	1·36dz 0·45
	110cc	4·36dz	2·28dz 0·75
	110cc	5·52dz	2·88dz 0·95
atomiser			
Wild Moss			
after shave	55cc	2·62dz	1·36dz 0·45
	110cc	4·36dz	2·28dz 0·75
	110cc	5·52dz	2·88dz 0·95
atomiser			
Cologne	55cc	2·90dz	1·52dz 0·50
deodorant stick	50g	2·84dz	1·48dz 0·49
foam shave	200g	2·40dz	0·84dz 0·40
pre-shave lotion	110cc	3·78dz	1·98dz 0·65
Wild Tropic			
after shave	55cc	2·62dz	1·36dz 0·45
	110cc	4·36dz	2·28dz 0·75
	110cc	5·52dz	2·88dz 0·95
atomiser			
Menopax (894 Nicholas) †s4B			
tablets forte	60	0·21	— 0·31
	100	—	— 0·31

	Trade £·p	Tax £·p	Retail £·p
Mestinin (1074 Roche)			
ampoules 1mg/ml	10	0·30	— 0·45
	6	—	— D
solution		—	— D
tablets 25 & 500		—	— D
Metanium (115 Bengue) existing entry			D
Metanium (115 Benque)			I
ointment	13g	0·10	— 0·13½
	500g	1·50	—
	25g	0·10	— 0·13½
	100g	0·25	—
Metatone (938 PD)†			
tonic	250ml	0·15	0·055 0·28
	500ml	0·26	0·095 0·48½
Mevilin-L (518 Glaxo)			
vaccine	vial	0·60	— 0·80
Micralax (1153 SKF)			
enema	5ml	1·30	0·48 2·43
Midicel (938 PD)			
tablets 0·5g (vet.)	12	—	— D
Milontin (938 PD)			
Kapseals 0·5g	50	0·66	— 0·99
Milton (1055 RM)			
antiseptic	32oz	3·60dz	— 0·40
Mimosept (855 M)			I
sanitary napkins	3·60	—	0·10
	(4 dz)	—	—
Mimospray (1413 P & 5)			
(distributors 649 ICI)		1·61dz	0·59dz 0·25
aerosol unperfumed			
Minadex (518 Glaxo)			
syrup	200ml	0·135	— 0·19
	400ml	0·255	— 0·35½
	500ml	—	— D
Miners (876 MP)			
eye collection kit		2·03dz	1·115dz 0·35
eye/lashes			
sweepers, swish lash	3·19dz	1·755dz	0·55
eye shadow pearly	0·99dz	0·545dz	0·17
frosted blusher	0·99dz	0·545dz	0·17
lipstick swivel	31A8	1·37dz	0·755dz 0·22
make-up stick	3G74	1·45dz	0·80dz 0·25
Minilyn (917 Organon)†s4B			
tablets	22	0·233	— 0·35
Minisax (430 Eucryl)			
tablets	200	0·68dz	— 0·08½
Minovlar (1479 5CL) †s4B			
tablets	3×21	0·45	— 0·67
ED	3×28	0·50	— 0·75
Minus (175 BCP)			
sweetening tablets	200	1·35dz	— 0·15
Miocarpine (61 APC) †s1			
ophthalmic solution			
0·5%	10ml	0·36	—
1%	10ml	0·30	—
2%	10ml	0·34	—
4%	10ml	0·36	—
Miochol (61 APC)	2ml	1·20	—
Mio-Pressin (1153 SKF) †s4B			
capsules No. 2	50	0·60	— 0·90
Mister Smiths (11575) Delete			
application to distributor.			existing entry, prices on
Mitchum (1520 IPM)			
esoterica cream †		—	— I
Mixtamycin (378 Distia)			D
Modocate (1176 Squibb) †s4B			
vials 10ml	1	9·40	— 14·10
disposable syringe 1 ml	5	5·87	— 8·81
Moditen (1176 Squibb)			
tablets 1 mg	25	—	— D
Molat (126 Biocos)			
	185g	0·50	— 0·65
	340g	0·80	— 1·10
	430g	1·10	— 1·50
	650g	1·40	— 1·90
Morgan's (861 MPC)			
hair colour restorer	170cc	1·70dz	0·935dz 0·30
hair darkening cream	100g	2·07dz	1·14dz 0·39
	200g	1·55dz	0·855dz 0·26
pomade	100g	2·38dz	1·31dz 0·39
	200g	3·10dz	1·705dz 0·52
perfumed	25g	1·45dz	0·80dz 0·24
	tube 50g	2·07dz	1·14dz 0·35
	jar 50g	2·07dz	1·14dz 0·35
	200g	4·70dz	2·585dz 0·78
shampoo cream	55cc	0·84dz	0·31dz 0·12
liquid	55cc	0·84dz	0·31dz 0·12
anti-dandruff	55cc	0·84dz	0·31dz 0·12
	salon	4·00dz	1·465dz 0·58
Morkit (96 BA)			
bird repellent		1·68dz	— 0·21
old packs		—	— D
Morning Pride (800 TM)			D
Morning Pride (312 AC)			
Morny (862 Morny) existing entry			D
Morny (862 Morny)			I
bath Cologne	22352	—	— 1·04
	22362	—	— 1·84
	22561	—	— 0·70
bath foam			
bath salts tablets (6)	24506	—	— 0·39
Beauty Bath			
foam	22528	—	— 0·23
	22531	—	— 0·75

		Trade £·p	Tax £·p	Retail £·p
gelee	22507	—	—	0·23
oil	22581	—	—	1·25
dusting powder	27350	—	—	1·04
with puff	27310	—	—	1·20
eau de toilette	22301	—	—	0·69
	22341	—	—	1·00
Fantasy				
bath foam	22561	—	—	0·75
eau de toilette	22301	—	—	0·74
hand cream	22450	—	—	0·45
perfume	22191	—	—	0·88
spray mist	22171	—	—	0·85
hand cream	22450	—	—	0·45
Liberty				
bath foam		—	—	0·75
perfume		—	—	0·88
roller perfume		—	—	0·85
spray mist		—	—	0·85
soap toilet (1)		—	—	0·16
bath (1)		—	—	0·26
traveller		—	—	0·31
talcum		—	—	0·38
overnighter	22980	—	—	1·05
perfumes	22191	—	—	0·83
soap toilet (3)		—	—	0·48
bath (2)		—	—	0·52
(3)		—	—	0·78
traveller		—	—	0·31
visitors (5)		—	—	0·50
spray mist	22171	—	—	0·79
talcum	27630	—	—	0·38
Morphy-Richards (863 MR) existing entry				
Morphy-Richards (863 MR)				
electric overblankets				
Luxury Bliss single		—	—	16·90
double		—	—	19·20
dual		—	—	21·65
electric underblankets				
Bliss single		—	—	6·20
double		—	—	8·15
de luxe single		—	—	7·40
double		—	—	9·45
dual		—	—	10·45
Easicurl heated rollers		—	—	9·50
hairdryer	HDA	—	—	5·50
Caresse	HC5	—	—	6·75
ensemble	EH5	—	—	8·25
salon pack	C5P	—	—	1·85
hair salon pack	H5P	—	—	3·40
Salonaire	HRD	—	—	11·75
floor stand	HRD/F	—	—	2·50
Vanity Vogue	HVV	—	—	11·50
Mothaks (430 Eucryl)				
aerosols		1·08dz	—	0·13½
wax polish		1·56dz	—	0·19½
		1·68dz	—	0·21
Mother Seigels (800 TM)				
Mother Seigels (195 B & SL)				
Movol (867 Movol) †				
iron mould remover		0·80dz	—	0·10
Mucinum (1336 WJ & C)				
tablets	30	0·28	0·10	0·51
Mulsivin (1091 Rybar)†DDI				
expectorant	150ml	1·50dz	0·55dz	0·24
	115ml	—	—	—
Mum (172 BMCL)				
aerosol	120g	0·223	0·123	0·42
Intimist	50g	0·16	0·088	0·30
	120g	0·24	0·132	0·45
	70g	—	—	—
Rollette unperfumed	42cc	0·206	0·076	0·36
perfumed	42cc	0·203	0·112	0·39
Mycolactine (1336 WJ & C) †s7				
tablets	50	0·14	0·05	0·26
	250	0·51	0·19	0·96
Myleto (875 MPL)				
(distributors 1282 VB)				
Myocrisin (971 P5MB)				
ampoules 100mg & 200mg				
Myotonine (521 Glenwood)				
chloride tablets				
5mg	100	0·45	—	0·60
10mg	100	0·565	—	0·75
25mg	100	0·69	—	0·92
Mysteclin (1176 Squibb) TS				
capsules	20	0·66	—	0·99
	16	—	—	—
tablets	20	0·66	—	0·99
	16	—	—	—
Nail Bite (333 Cupal)				
lotion		1·03dz	0·34dz	0·14
Nair (235 Carteret) existing entry				
Nair (235 CW)				
depilatory cream	sachet	0·87dz	0·46dz	0·14
	tube	1·81dz	0·95dz	0·29
lotion	sachet	0·87dz	0·46dz	0·14
	tube	2·86dz	1·50dz	0·46
Napisan (1055 RM)				
regular		1·35dz	—	0·15
economy		3·60dz	—	0·40
30oz		4·95dz	—	0·55
Nappiclene (810 Maw)				
powder	16oz	2·35dz	—	0·28
Natex (851 MHP)				
tablets	160	4·50dz	1·65dz	0·68½
tisanes 8 sachets		1·20dz	—	0·13½
Natirose Nativelle (1336 WJ & C)†DDI				
dragees	50	0·28	0·10	0·52



	Trade £·p	Tax £·p	Retail £·p
<b>isedine Native</b> (1336 WJ & C)†s4A			
blets 20	0.42	0.15	0.79
100	1.85	0.68	3.46
<b>ivelle Digitaline</b> (1336 WJ & C)†s1			
ampoules 0.2mg X 1ml			
6	0.26	—	0.39
10ml	0.36	—	0.54
40	0.18	—	0.27
200	0.51	—	0.76
1000	2.45	—	3.68
0.25mg	0.24	—	0.36
200	0.94	—	1.41
<b>ivelle Digoxin</b> (1336 WJ & C)†s1			
blets 0.25mg	1.30	—	1.95
5000	6.17	—	9.25
<b>ulan (1074 Roche)</b>			
psules 250	—	—	—
<b>ure Girl (849 MML)</b>			
ible sandals			
ow wedge heel	2.14pr	0.29pr	3.49
sol (695 TK)			
by cream			
50g	0.11	0.04	0.20
125g	0.23	0.085	0.42
85g	0.11	0.04	0.20
100g	0.06	0.02	0.10
<b>igator (338 Cussons)</b>			
aving foam	1.713dz	0.63dz	0.24
ogin (227 Erba)			
blets 250mg	0.65	—	0.98
20	—	—	—
<b>-Cantil (824 MCP) TS</b>			
xir 100ml	1.08	—	1.62
blets 50	1.76	—	2.64
<b>-Endrine (1352 Wyeth)</b>			
-Ferrum (324 Crookes)			
100ml			
blets 250			
istol (1336 WJ & C)†s4A			
blets 100	0.58	—	0.87
<b>ol Nativelle (1336 WJ &amp; C)</b>			
rinase (1336 WJ & C)†s4A			
blets 22	0.13	—	0.20
250	1.40	—	2.10
lution			
<b>rodyne (1295 Wade) †DDI</b>			
psules 25	0.18	0.07	0.34
100	0.68	—	—
250	1.56	—	—
500	3.04	—	—
<b>ro Phosphates (1153 SKF) †</b>			
300ml	0.25	0.09	0.47
21	1.57	—	2.36
<b>roids (175 BCP)</b>			
blets 21	1.53dz	—	0.17
84	4.95dz	—	0.55
<b>rosthene (1336 WJ &amp; C)</b>			
<b>v Dew (751 LL)</b>			
th essence sachet	0.35dz	0.16dz	0.06
<b>v-skin (104 BP)</b>			
plex (147 Boots)†	1.58dz	—	0.17
ctus 125ml	1.40dz	0.51dz	0.23
<b>a (1164 SSL) existing entry</b>			
<b>ea (1164 SSL)</b>			
eme 1612	0.871dz	0.454dz	0.14
368	1.28dz	0.674dz	0.21
ube 1613	1.027dz	0.55dz	0.16½
medical pack 370a	6.155dz	3.259dz	0.99
olystyrene jar 1615	2.292dz	1.21dz	0.37½
1616	3.521dz	1.856dz	0.56½
y skin lotion 1705	1.175dz	0.619dz	0.19
1706	2.113dz	1.114dz	0.34
ep cleansing milk	1.333dz	0.713dz	0.22½
undation highlighter	2.016dz	1.07dz	0.34
nd and body lotion	2.032dz	1.091dz	0.34½
	1.08dz	0.619dz	0.19
	2.114dz	1.114dz	0.34
stick dew-kiss	1.989dz	1.054dz	0.33½
pearl	2.135dz	1.132dz	0.36
shot silks	2.28dz	1.206dz	0.38½
uid cream foundation	2.298dz	1.242dz	0.39
atte satin	2.486dz	1.338dz	0.42½
ilk 1707	1.218dz	0.646dz	0.19½
1708	2.153dz	1.141dz	0.34½
aving cream tube 280	1.299dz	0.465dz	0.19
281	1.888dz	0.665dz	0.27½
ap cream 1805	0.506dz	0.18dz	0.07
bath size 1806	0.802dz	0.275dz	0.11
nfilta cream 348	1.498dz	0.784dz	0.24
n milk 397	2.461dz	1.306dz	0.39½
n tan gel 398	2.868dz	1.526dz	0.46
oil 392	2.341dz	1.238dz	0.37½
n oil family 396	2.554dz	1.361dz	0.41
icum 1630	3.746dz	1.953dz	0.59
	1.132dz	0.596dz	0.19
<b>udar (1074 Roche) †s4B</b>			
blets 200mg	0.86	—	1.29
<b>pramine (901 Norton) †s4B</b>			
istributors 1545 Vestric)			
blets 1000	3.50	—	—
<b>sebad (893 Nicholas)</b>			
th additive sachet	2.15	0.73	0.11
	(3dz)	(3dz)	
60cc	2.94dz	0.99dz	0.45
120cc	5.74dz	1.95dz	0.88
<b>sed (901 Norton) †s4B</b>			
istributors 1545 Vestric)			
blets 100	0.40	—	—
500	1.85	—	—
<b>thands (899 JND)</b>			
oves for men	—	—	0.36

	Trade £·p	Tax £·p	Retail £·p
<b>Norvic (902 Norvic) existing entry</b>			
<b>Norvic (902 Norvic)</b>			
electric blankets			
Carnation quilt 60x30	—	—	8.47
60x48	—	—	11.00
Ferndown 60x32	—	—	6.51
60x46	—	—	8.54
Heather Down 50x25	—	—	4.99
50x43	—	—	7.46
Heather quilt 48x24	—	—	5.94
48x44	—	—	8.66
<b>Nostroline (705 Kirby)</b>	1.25dz	0.46dz	0.18
<b>Novara (128 Biometica)</b>			
cleanser 39g	1.32dz	0.70dz	0.22
oil of youth 28g	1.38dz	0.74dz	0.23
83g	3.51dz	1.88dz	0.59
115cc	5.13dz	2.75dz	0.85
<b>Noxyflex (503 G)</b>			
insert †			
<b>Nulogyl (171 BLL)</b>			
tablets 250mg	12	0.67	1.00
120	6.52	—	9.37½
<b>Nulon (1038 R &amp; C)</b>			
hand cream large	1.78dz	0.96dz	0.28
<b>Nu-Soft (903 NPU)</b>			
kitchen rolls twin pack	1.43dz	0.20dz	0.17
<b>Nutmeat (535 Granose)</b>			
10oz	1.64dz	—	0.17
16oz	2.18dz	—	0.22½
10oz	1.72dz	—	0.18
brown			
<b>Nutramigen (1489 MJ)</b>			
1lb	1.25	—	1.87½
<b>Nutriline (509 Gibbs)</b>	1.725dz	0.95dz	0.27½
<b>Nuttolene (535 Granose)</b>			
10oz	1.64dz	—	0.17
15oz	2.18dz	—	0.22½
3½lb	0.53	—	0.65½
<b>Nylax (175 BCP)</b>			
laxative tablets	50	1.06dz	0.39dz
<b>Nymph (1163 Souplex)</b>			
razor	1.57dz	0.58dz	0.27
blades (5)	0.48dz	0.175dz	0.09
<b>Nystaform (1460 Dome) TS</b>			
ointment 30g	0.86	—	1.29
<b>Nystaform-HC (1460 Dome) TS</b>			
cream 15g	0.58	—	0.87
30g	1.04	—	1.56
lotion 30ml	1.09	—	1.63
ointment 15g	0.59	—	0.88
30g	1.06	—	1.59
<b>Nystan (1176 Squibb) TS</b>			
oral tablets 28	0.92	—	1.38
12	—	—	—
<b>Oatine (1282 VB)</b>			
cream tube	0.70dz	0.385dz	0.10
jar	1.10dz	0.605dz	0.20
	2.20dz	1.21dz	0.40
snow tube	0.70dz	0.385dz	0.10
jar	1.10dz	0.605dz	0.20
<b>Odol (235 Carteret) existing entry</b>			
<b>Odol (235 CVV)</b>			
mouthwash 45cc	1.65dz	0.58dz	0.24
85cc	2.68dz	0.93dz	0.39
toothpaste 60g	1.10dz	0.38dz	0.16
107g	1.92dz	0.67dz	0.28
<b>Odormatik (803 MMP)</b>			
aerosol dispenser	3.40dz	—	0.42½
<b>Odo-Ro-No (256 CPL) existing entry</b>			
<b>Odo-Ro-No (256 CPL)</b>			
Charme aerosol	2.26dz	1.165dz	0.35
deodorant sticks 15g	1.29dz	0.65dz	0.20
unperfumed 15g	1.43dz	0.48dz	0.20
roll-ons 40g	2.12dz	1.08dz	0.33
Dri-Mist small	2.84dz	1.44dz	0.44
large	3.80dz	1.95dz	0.59
<b>Oestredin (901 Norton) †s4A</b>			
(distributors 1545 Vestric)			
syrup 500ml	0.53	—	—
21	2.10	—	—
tablets 100	0.30	—	—
500	1.15	—	—
<b>Oil of Ulay (496 Garsalle)</b>			
4oz	5.10dz	2.805dz	0.87
6oz	7.00dz	3.85dz	1.20
<b>Olbas (65 Ashley)</b>			
oil	4.59dz	1.68dz	0.70
<b>Old Cottage (545 Grossmith)</b>			
bath cubes (6)	90	1.87dz	1.00dz
bath dusting powder 73E	3.75dz	2.01dz	0.63
brilliantine solid			
tin 80	1.43dz	0.77dz	0.25
jar 77L	1.48dz	0.79dz	0.26
compressed blossoms			
715	0.50dz	0.27dz	0.09
Cologne stick 91	1.54dz	0.83dz	0.26
perfume 20cc 73/1	1.98dz	1.06dz	0.33
28cc 73/2	2.48dz	1.33dz	0.42
36cc 73/3	3.19dz	1.71dz	0.55
125cc 73/5	4.73dz	2.54dz	0.80
smelling salts 79	1.20dz	0.64dz	0.20
soap toilet (3) 70/B	3.08dz	1.10dz	0.48
bath (3) 70/B	5.22dz	1.87dz	0.81
talcum 73F	2.04dz	1.09dz	0.35
<b>Old Spice (1131 Shulton)</b>			
Trade prices shown are for 1dz.			
<b>Omnipid (656 IFA)</b>			
foot cushions pr.	7.37dz	—	0.89
renewal bandage	1.49dz	—	0.18

		Trade £·p	Tax £·p	Retail £·p	
<b>Omnopon (1074 Roche) †SIDD</b>					
ampoules 20mg/ml	10	0.12	—	0.18	D
	12	—	—	—	
<b>Omnopon scopolamine (1074 Roche) †SIDD</b>					
ampoules Omnopon 20mg and scopolamine 0.4mg/ml	10	0.15	—	0.23	
	12	—	—	—	D
<b>Opas (1335 Wigglesworth)</b>					
tablets	66	1.08dz	0.40dz	0.18	
<b>Optabs (175 BCP)†</b>					
eye lotion tablets					
handy pack		0.72dz	—	0.08	
refill		1.80dz	—	0.20	
kit pack		1.95dz	0.04dz	0.22	
economy pack		3.57dz	0.04dz	0.40	
<b>Optimax (220 CC)</b>					
drinking chocolate	500g	4.00	—	—	
	1k	6.00	—	—	
tablets 0.5g	100	4.00	—	—	
	500	17.50	—	—	
	1000	30.00	—	—	
<b>Optone (690 Keldon)</b>					
eye drops		1.77dz	0.63dz	0.25	
	large	2.27dz	0.81dz	0.32	
<b>Optrex (690 Keldon)</b>					
eye lotion					
	small	1.63dz	0.58dz	0.23	
	large	2.41dz	0.86dz	0.34	
	family	4.26dz	1.52dz	0.60	
with eye bath	small	1.77dz	0.63dz	0.25	
masks	6	2.19dz	0.78dz	0.34	
	single	0.51dz	0.18dz	0.08	
ointment		1.36dz	—	0.17	
baths		0.44dz	0.06dz	0.07	
lens cloth		0.64dz	—	0.08	
ocular syringe		9.20dz	—	1.15	
<b>Orabase (1176 Squibb)</b>					
paste	5g	—	—	—	D
<b>Orfoids (916 OC)</b>					
capsules (vet.)	100	1.17	0.43	2.00	
<b>Orgaluton (917 Organon)†s4B</b>					
tablets	20	0.25	—	0.37½	
<b>Original Brown Windsor (1070 Windsor)</b>					
soap toilet		1.11dz	0.40dz	0.18	
bath		1.77dz	0.63dz	0.29	
<b>Orlane (1145 Sirex)</b>					
gel-matin		—	—	2.50	
masque transparent		—	—	2.25	
rosee demaquillante					
	tube	—	—	1.80	
<b>Or-Lem (918 Or-Lem)</b>					
blackcurrant syrup		—	—	0.14	
		—	—	0.20	
pure lemon juice		—	—	0.14	
		—	—	0.20	
sweetened		—	—	0.14	
		—	—	0.20	
<b>Ortho-dienostrol (922 Ortho) †s4B</b>					
cream with applicator		0.45	—	0.68	
tube only		0.33	—	0.50	
<b>Orthoforms (922 Ortho)</b>					
pessaries	10	0.20	—	0.30	
<b>Ortho-Novin (922 Ortho)</b>					
tablets 0.5mg Pushpaks					D
2mg Dialpak 21					D
<b>Ortho-Novin SQ (922 Ortho)</b>					D
<b>Ouabaine Arnaud Native</b> (1336 WJ & C)†s1					
ampoules ½mg X 1ml	6	0.26	—	0.39	
tablets 2.5mg	40	0.36	—	0.54	
	200	1.40	—	2.10	
<b>Quataplosme Longlebert (1336 WJ &amp; C)</b>					D
<b>Outdoor Girl (867 MP)</b>					
Tanfastic Xtra		2.30dz	1.265dz	0.35	
eyelash striplash		4.65dz	2.56dz	0.80	
<b>Ovanon (917 Organon) †s4B</b>					
tablets	22	0.283	—	0.42½	
<b>Ovaltine (1303 Wander)</b>					
10 case rates minimum order direct					
	4oz	1.17dz	—	0.11	
	8oz	2.04dz	—	0.19½	
	16oz	3.51dz	—	0.34	
instant non-fat milk	7oz	1.43dz	—	0.13½	
	12oz	2.13dz	—	0.20½	
<b>Paleva (289 Concept)</b>					
tablets	50	0.375	—	—	
	100	0.70	—	—	
<b>Palfium (824 MCP) †s1DD</b>					
ampoules 5mg	10	0.56	—	0.84	
	100	5.00	—	7.50	
10mg	10	0.66	—	0.99	
	100	5.88	—	8.82	
tablets 5mg	25	0.44	—	0.66	
	100	1.48	—	2.22	
<b>Palmolive (280 CP)</b>					
shave cream lime					D
<b>Paludrine (649 ICI)</b>					
tablets 0.1g	100	0.165	—	0.25	
	1000	1.40	—	2.10	
<b>Pan (1164 5SL)</b>					
shampoo	480	2.779dz	0.984dz	0.41	
	481	4.547dz	1.625dz	0.67	
<b>Panadeine Co (1599 Winthrop) †DD1</b>					
tablets	10	1.12dz	0.41dz	0.17½	
<b>Panadol (1599 Winthrop)</b>					
tablets	12	0.96dz	—	0.12	
<b>Panaleve (1336 Wigglesworth)</b>					
tablets	25	0.88dz	—	0.17	
<b>Panbiline (1336 WJ &amp; C)</b>					
pills	50	0.28	1.10	0.51	







	Trade £p	Tax £p	Retail £p		Trade £p	Tax £p	Retail £p		Trade £p	Tax £p	Retail £p
stoband (1578 Vernon)				Australian dandelion,				Rectopanbiline (1336 WJ & C)			
4yd x 1/2in	0.45	—	0.05	American clover, buck-				suppositories	10	0.45	0.17
4yd x 1in	0.54	—	0.06	wheat, Guatemalan,				Redoxon (1074 Roche)			
4yd x 2in	1.08	—	0.12	lavender blossom, sage,				ampoules	—	—	—
etty Feet (1113 S&B)				Spanish orange blossom,	1/2lb	1.18dz	0.13	Regula (980 Photopia)			
bottle	2.17dz	1.09dz	0.34	rosemary	1lb	2.05dz	0.22	cameras			
oil ball applicator	2.48dz	1.25dz	0.39	Acacia, American orange				Instaking 124			6.49
ectosedyl (1087 Roussel) T5				blossom, Argentine				automatic			16.97
ointment	30g	1.00	1.50	Canadian clover, grape-				electronic			23.95
paderm (34 A & H)				fruit blossom, Israeli				Remington (1044 R)			
cream	15g	0.34	—	(Kosher packed) lime				toiletries			
	50g	0.88	—	blossom, mint blossom	1/2lb	1.23dz	0.13	after shave lotion			0.43
forte	5g	0.72	—		1lb	2.15dz	0.23	powder stick			0.43
otion	15ml	0.33	—	Greek wild thyme, Greek				pre-shave			0.43
	50ml	0.88	—	lemon blossom	1lb	4.00dz	0.42	shaver saver			0.38
ointment	15g	0.34	—	clover (British imported)	1/2lb	1.45dz	0.16	Rennie (893 Nicholas)			
	50g	0.88	—		1lb	2.60dz	0.29	tablets	12	1.495	0.51
paderm-A (34 A & H) T5				Leather (British and	1/2lb	1.80dz	0.20		(3 dz)	(3 dz)	0.07
ointment	15g	0.38	—	imported)	1lb	3.30dz	0.37		25	1.585	0.54
	50g	0.96	—	English flower/clover					(2 dz)	(2 dz)	0.11
paderm-C (34 A & H) T5				honey, English early	1/2lb	1.88dz	0.20	Rentokil (1047 Rentokil)			
cream	15g	0.37	—	blossom	1lb	3.45dz	0.37	ant gel	30g	—	0.17
	50g	0.96	—		1lb	2.30dz	0.24	insect powder	85g	—	0.21
ointment	15g	0.37	—	English Leather	1/2lb	4.30dz	0.46	wasp nest killer	—	—	0.21
	50g	0.95	—	French Leather, Tupelo				Resonium A (1599 Winthrop)			
paderm-L (34 A & H) T5				blossom	1/2lb	1.90dz	0.20	powder	1lb	2.00	3.00
ointment	15g	0.40	—	New Zealand buttercup,	1lb	3.50dz	0.37	Retardex (1365 Mayfair)			
suppositories	10	0.40	—	New Zealand cloves	1/2lb	1.20dz	0.13	cream	30g	0.32	0.115
paderm-N (34 A & H) T5					1lb	2.10dz	0.22	Rhino Lacteol (1336 WJ & C)			
cream	15g	0.35	—	Tasmanian blossom	1lb	2.30dz	0.24	snuff		0.33	0.12
	50g	0.89	—	Honey vinegar	10oz	1.15dz	0.13	Ricoh (565 Hanimex) existing entry			
ointment	15g	0.35	—	Rational Diet (1536 RDP)				Ricoh (565 Hanimex)			
	50g	0.89	—	Berich tablets	300	1.80dz	0.20	camera 35mm			135.00
ostigmin (1074 Roche)					500	2.70dz	0.32	TL5 401			6.50
mpoules 0.5mg/ml	10	0.19	0.29	Eerich capsules	85	1.80dz	0.23	case			59.98
	6	—	—	Rich-o-Vite complex	50	3.75dz	0.47	projector dual			—
2.5mg/ml	10	0.35	0.53	capsules	200	7.40dz	0.90	Riddosan (1059 Riddell)			
concentrated solution				Rich-o-Vite dry E	50	4.00dz	0.50	oil	30g	0.20	0.07
tablets 20				tablets	45	8.40dz	1.05	Rimactane (262 CIBA) T5			
etaset (1412 Jackel)				Fort-E-Vite capsules	100	2.00	3.00	capsules 150mg	100	15.27	22.90
eyling lotion	0.19	0.105	0.39	Rich-o-Cal	300	1.80dz	0.23	capsules 300mg	100	30.54	45.81
othiaden (324 Crookes) T54B					90	4.80dz	0.60	Rinoxin (506 Gerhardt)			
apsules 25mg	100	1.57	—	Rosamin tablets	50	1.60dz	0.20	readimix	7lb	0.80	1.20
	600	9.03	—		100	2.80dz	0.35	Rissol-Nut (535 Granose)			
veinase Midy (1336 WJ & C)				Sea Green tablets	300	6.80dz	0.85	16oz	2.42dz	—	0.25
anagar (1336 WJ & C)†				vegetarian vit B12	100	2.50dz	0.28				
tablets	50	0.15	0.06	tablets	85	6.60dz	0.75				
rox (1530 Fisons)†				Rautrax (1176 Squibb)				Rite Diet (1440 WFL) existing entry			
ointment	25g	1.27dz	0.44dz	tablets	25	—	—	Rite Diet (1440 WFL)			
	50g	1.85dz	1.21dz					diabetic fruit cake	14oz	0.34	—
1oz & 2oz								gluten free products			0.45
ivex (295 CM & R)								flour	6x2k	3.15	—
2oz	0.64dz	—	0.08					sweet biscuits	5oz	0.11	—
ritan (756 Lever)								savoury biscuits	4 1/2oz	0.11	—
oap	large	4.296	—					protein free products			—
	(4 dz)		0.10					flour	6x2k	3.60	—
rex (1508 Jobling)								gluten free/protein			—
aby set	0.71	0.06	1.12					free bread	8oz	0.13	—
eeding bottle	4oz	0.10	0.15					Robe d'un Soir (1469 PC)			
	8oz	0.12	0.18					bath oil	4943	—	3.37
wide mouth	8oz	0.17	0.25					Cologne	9029	—	3.76
measuring jug	1/2pt	0.235	0.38						9030	—	5.74
	1pt	0.31	0.50					spray	9022	—	3.53
A. (430 Eucryl)								dusting powder	4910	—	2.38
tablets	25	0.42dz	0.155dz					parfum creme	4904	—	1.89
	100	0.98dz	0.36dz					perfume	9042	—	3.37
Tips (256 CPL)									9044	—	3.76
otton swabs	18	0.68dz	—					atomiser	9040	—	2.87
	54	1.62dz	—						9075	—	4.19
	108	2.30dz	—					talcum powder	4911	—	1.17
	216	3.82dz	—					toilet perfume	9730	—	8.01
lick Action (1297 WD)								atomiser	9025	—	2.53
lick Action (1169 BG5)								Robinsons (1449 R & CFD)			
ough remedy	0.10	0.04	0.19					barley waters	25 1/2oz	1.41dz	0.31dz
uinicardine Naitville (1336 WJ & C)								high protein cereal	4oz	1.15dz	—
tablets	20	0.68	0.25					triple pack	6oz	1.15dz	—
uinoderm (1445 Q)								whole fruit drinks	25 1/2oz	1.295dz	0.285dz
cream	25g	1.92dz	—					Roger & Gallet (1076 R & G)			
otane (1153 SKF)								pochettes rafraichissantes	10	0.17	0.09
ointment	25g	0.18	0.27								0.40
cumin (96 BA)								Cologne extra old		0.45	0.24
mouse bait	1.20dz	—	0.15					atomiser		0.08	0.045
rat bait	2.40dz	—	0.30					lip-aide			0.20
box	3.60dz	—	0.45					Ronson (1079 Ronson)			
arrypack	0.52	—	0.80					battery shaver	R535	4.86	1.79
dox (893 Nicholas)								Rose's (1109 Schweppes)			
bath salts Bouquet,								marmalade sugar free			—
Pine, Calogne								Royal Sweden (1412 Jackel) existing entry			
	1.235dz	0.63dz	0.19					Royal Sweden (1412 Jackel)			
	1.89dz	0.96dz	0.29					hair brushes ladies			
inette (331 C of C)								15111	0.21	0.075	0.39
hair lacquer refill								15505	0.37	0.135	0.69
sachet	30cc	0.21dz	0.113dz					1890; 1986; 1987; 15244;			
calcum	120g	1.37dz	0.725dz					15431	0.56	0.205	1.05
rical (922 Ortho)								15461; 1988	0.67	0.245	1.25
tablets	100	0.33	—					15471; 15472; 15473	1.29	0.48	2.40
	1000	2.25	—					501; 503	1.75	0.64	3.25
cliffe's (1473 RBH) existing entry								507	2.10	0.765	3.75
cliffe's (1473 RBH)								hair brushes men's			
diabetic lemon cheese	7oz	1.38dz	—					2059	0.56	0.205	1.05
	7oz	1.20dz	—					2045	0.80	0.295	1.50
marmalade								Rozalex (1480 Izal) existing entry			
honey								Rozalex (1480 Izal)			
Australian, Flower Power								barrier cream No. 1			
Mexican, New Zealand,								tube perfumed	45g	1.31dz	0.72dz
Jamaican	1/2lb	1.05dz	—								0.21
	1lb	1.80dz	—								
Australian clover, Israeli	1lb	1.90dz	—								



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
tin unperfumed 260g	1.42dz	0.52dz	0.20½	chilblain ointment	1.35dz	0.495dz	0.22	liquid Secto Vap	—	—	—
No. 8 tube perfumed	—	—	—	chirocopy felt	0.88dz	—	0.11	300cc	—	—	0.16
lanolin skin cream tube	1.31dz	0.72dz	0.21	corn & callous file	1.52dz	0.836dz	0.30	16oz	—	—	0.22
45g	—	—	—	corn callous salve	1.16dz	0.425dz	0.19	32oz	—	—	0.35
45g	1.39dz	0.76dz	0.22	corn shields latex foam	0.88dz	—	0.11	128oz	—	—	1.10
Ruby (1418 Strenol)	—	—	—	felt corn & bunion	—	—	—	hair emulsion	—	—	0.14
Ruby (1169 BGS)	—	—	—	pads	0.80dz	—	0.10	Vap lantern	—	—	0.67
wormer for dogs	0.15	0.05	0.26	self adhesive	0.88dz	—	0.11	Secto-Kil (333 Cupal)	—	—	—
for puppies	0.155	0.05	0.26	Fixo corn plasters	0.66dz	0.242dz	0.11	house and garden	—	—	—
for horses	0.38	—	0.50	foam cushion pads	0.88dz	—	0.11	powder 7oz	—	—	0.19
yeast tablets (vet.)	0.23	—	0.30	foot deodorant	—	—	—	finger tip dispenser	—	—	0.27
Rybar (1091 Rybar)	—	—	—	anti-persperant	2.60dz	1.44dz	0.45	slug pellets 8oz	—	—	0.14
diabetic linctus †DDI	—	—	—	foot powder	1.00dz	0.367dz	0.17	Selvigon (1153 SKF)	—	—	—
150ml	3.00dz	1.10dz	0.41½	large	1.46dz	0.535dz	0.24	syrup 100ml	0.21	—	0.32
115ml	—	—	—	foot spray	2.60dz	1.44dz	0.45	Senokot (1037 Reckitt)	—	—	—
eye lotion 60ml	0.88dz	0.32dz	0.14	handbag size	1.38dz	0.76dz	0.24	tablets 50	1.50dz	—	0.18
2oz	—	—	—	hard skin reducer	0.65dz	0.358dz	0.12	100	2.61dz	—	0.31
inhaler valves	0.30dz	—	0.04	heel grip (superluxe) pr	0.58dz	0.08dz	0.08	Sepichlor (1335 Wigglesworth) †	—	—	—
Rynabond (1530 Fisons) existing entry	—	—	—	heel liner (Vi-grip)	0.85dz	0.117dz	0.12	lozenges 20	0.90dz	—	0.12½
Rynabond (1530 Fisons) †7	—	—	—	Heel Pillo	—	—	—	Septex (901 Norton)	—	—	—
syrup 150ml	4.15dz	1.42dz	0.65	(latex foam)	0.82dz	0.113dz	0.12	(distributors 1545 Vestric)	—	—	—
tablets 30	5.42dz	1.86dz	0.87	Insoles	—	—	—	cream No. 1	0.60	—	—
250	39.00dz	13.37dz	6.06	Air-Pillo	1.06dz	0.146dz	0.15	Cream No. 2	0.75	—	—
Sacosol (1335 Wigglesworth)	—	—	—	floral	1.06dz	0.146dz	0.15	Septrin (208 BW) †S4B	—	—	—
tablets 200	0.88dz	—	0.11	Cosy-sole	1.78dz	0.245dz	0.24	suspension adult	—	—	—
Saf-T-Coil (774 LR)	—	—	—	Kurotex pads	0.88dz	—	0.11	100ml	1.13	—	1.70
intra-uterine device	1.25	—	—	Onixol	1.05dz	0.385dz	0.17½	Serenace (1121 Searle) †S4B	—	—	—
Sal Antisepticus (800 TM)	—	—	—	Protecto cushions	0.80dz	—	0.10	ampoules 3mg/ml 50	6.80	—	10.20
Sal Antisepticus (195 B & SL)	—	—	—	suspender belt	0.80	0.11	1.25	50	2.67	—	4.00
Sancos (1098 Sandoz) †DDI	—	—	—	suspender type A set	0.15	0.021	0.24	250	12.33	—	18.50
compound linctus 2l	2.80	—	4.20	type B	—	—	—	1000	46.23	—	—
syrup 100ml	0.15	—	0.23	(NHS) pr	0.15	0.021	0.24	Serene (1164 55L) existing entry	—	—	—
2l	2.25	—	3.38	type C pr	0.30	0.041	0.46	Serene (1164 SSL)	—	—	—
Sandocal (1098 Sandoz)	—	—	—	type D set	0.10	0.014	0.17	beauty cream 31g	2.658dz	1.412dz	0.44½
tablets 20	0.35	—	0.53	Tarso-pads	0.80dz	—	0.10	50g	3.729dz	1.976dz	0.62½
5x20	1.75	—	2.63	toe-cap	0.72dz	—	0.09	85g	5.807dz	3.087dz	0.97½
Sanizal (1480 IZal) †	—	—	—	sleeve	0.72dz	—	0.09	day-time lotion	—	—	—
disinfectant	0.99dz	—	0.11	prop	1.86dz	—	0.23	27cc	3.129dz	1.668dz	0.52½
Sarakan (70 AHF)	—	—	—	separators	0.60dz	—	0.07½	56cc	5.219dz	2.780dz	0.87½
toothpaste	—	—	0.25	Tube gauz	—	—	—	Setlers (104 BP)	—	—	—
Satura (385 DG)	—	—	—	finger size with	—	—	—	1.23dz	0.455dz	0.17	—
cleaning lotion 170cc	0.54	0.295	1.14	applicator	1.37dz	—	0.17½	1.81dz	0.665dz	0.25	—
cleansing cream	0.31	0.17	0.65	refill	0.97dz	—	0.12½	1.015	0.375	0.07	—
freshener 170cc	0.54	0.295	1.14	No. 01	2.54dz	—	0.32	(2dz)	(2dz)	—	—
moisture cream 30cc	0.38	0.21	0.80	No. 12	3.28dz	—	0.40½	Shandruff (1282 VB)	—	—	—
55cc	0.67	0.37	1.41	No. 34	3.54dz	—	0.44	Shem-el-Nessim (545 Grossmich)	—	—	—
Sausalatas (535 Granose)	—	—	—	No. 56	4.90dz	—	0.61½	cachous packets	0.81	0.19	0.06
10oz	1.69dz	—	0.17½	No. 78	5.86dz	—	0.73½	jar 1lb	(2dz)	0.24	—
15oz	2.22dz	—	0.23½	No. T1	8.31dz	—	1.04	Shield (509 Gibbs)	—	—	—
Saviand (535 Granose)	—	—	—	No. T2	10.81dz	—	1.35	anti-perspirant standard	2.28dz	1.255dz	0.36
10oz	1.64dz	—	0.17	applicator metal	—	—	—	large	2.915dz	1.605dz	0.46
16oz	2.18dz	—	0.22½	No. 00	0.10	—	0.15	Shine (412 Elida)	—	—	—
Savlon (649 ICI)	—	—	—	No. 0	0.10	—	0.15	hair conditioner aerosol	2.585dz	1.42dz	0.42
hospital concentrate	—	—	—	No. 1	0.39	—	0.58½	Signoricci (936 PNR)	—	—	—
5l	2.50	—	—	No. 2	0.41	—	0.61½	aerosol deodorant	—	—	—
1 gal	—	—	—	No. 3	0.44	—	0.66	G204	—	—	1.13
Saxin (208 BW)	—	—	—	No. 4	0.47	—	0.70½	GA6	—	—	1.52
tablets 100	0.06	—	0.09	No. 5	0.50	—	0.75	5G11	—	—	0.53
200	0.10	—	0.15	No. 6	0.53	—	0.79½	3	—	—	1.49
300	0.14	—	0.21	No. 7	0.55	—	0.82½	Spray Cologne	—	—	—
500	0.22	—	0.33	No. 8	0.58	—	0.87	G111	—	—	1.47
5000	1.84	—	2.76	Walk 5strates pr	2.06dz	0.283dz	0.28½	toilet water	—	—	—
24ml	0.16	—	0.24	Zinco-pads	0.66dz	0.242dz	0.11	atomiser refill	—	—	—
Scentinel (889 NH)	—	—	—	towelling exercise sandals	—	—	—	G117	—	—	2.02
aerosol air freshener	1.80dz	—	0.20	clear jade	1.21	0.166	1.88	5PG1	—	—	0.88
fly spray	1.80dz	—	0.20	enriched skin food	2.34dz	1.29dz	0.39	Silhouette (1385 GOC)	—	—	—
moth proof	1.80dz	—	0.20	smooth-away	4.98dz	2.739dz	0.85	sunglasses	—	—	—
bouquet air freshener	0.80dz	—	0.10	Schoum (1336 WJ & C)	2.28dz	1.254dz	0.39	620; 628	—	—	3.90
channel block B	0.40dz	—	0.05	solution 60cc	0.33	0.12	0.61	651; 656	—	—	4.10
giant	0.60dz	—	0.07½	Scorvite (1335 Wigglesworth)	—	—	—	629; 673	—	—	4.30
flower air freshener	1.00dz	0.14dz	0.12½	tablets 14	1.30dz	—	0.18	626; 627; 631	—	—	4.40
air freshener fittings	—	—	—	Scriptax (289 Concept)	—	—	—	658	—	—	4.50
No. 1 refill	1.00dz	—	0.12½	syrup 100ml	0.35	—	—	661; 662	—	—	5.00
No. 3 mike	1.60dz	0.11dz	0.20	Sea Witch (412 Elida)	—	—	—	668	—	—	5.10
refill	0.80dz	—	0.10	hair colorant	2.15dz	1.185dz	0.36	665	—	—	5.40
No. 5 minor	0.80dz	0.06dz	0.10	Sebaveen (346 Dales)	—	—	—	666	—	—	5.60
refill	0.40dz	—	0.05	Sebaveen (710 Knox)	—	—	—	667	—	—	6.00
deodorisers and cleaners	—	—	—	shampoo 4oz	7.05dz	2.58dz	1.08	Siloxyl (289 Concept)	—	—	—
Swish model, suction	—	—	—	Sebbix (1530 Fisons)	—	—	—	tablets 120	1.75	0.575	—
hook	0.80dz	0.06dz	0.10	cream shampoo tube	1.25dz	0.46dz	0.19	Siltettrin (117 BPL) T5	—	—	—
model T polythene	0.80dz	0.06dz	0.10	Seboderin (1007 PL)	—	—	—	tablets 250 mg 100	2.15	—	—
hook	0.40dz	—	0.05	(distributors 276 C & C)	—	—	—	Silvikrin (105 BTD)	—	—	—
model's S and T refills	0.80dz	—	0.10	Delete word shampoo	—	—	—	75 hairdressing standard	1.235dz	0.68dz	0.19
Flush-kleen	0.80dz	—	0.10	Secaderm (1295 Wade)	—	—	—	large	1.93dz	1.065dz	0.30
universal toilet block	0.40dz	—	0.05	salve 15g	0.10	0.03	0.17	hair cream standard	0.965dz	0.535dz	0.15
Scheriproct (1479 SCL) †TS	—	—	—	45g	0.21	0.07	0.39	large	1.445dz	0.795dz	0.22½
ointment 10g	0.24	—	0.36	Seconal (413 Lilly)	—	—	—	hair dressing	1.475dz	0.815dz	0.23
50x10g	10.30	—	15.45	sodium tablets 100mg 5000	—	—	—	hair spray regular	1.735dz	0.955dz	0.27
suppositories 6	0.20	—	0.30	Secret of the Sea (385 DG)	—	—	—	economy	2.41dz	1.33dz	0.37½
Scholl's (1108 5MC)	—	—	—	Fashion Touch 29cc	0.58	0.32	1.23	pure	4.18dz	2.30dz	0.65
adhesive foam 6x3in	0.80dz	—	0.10	Secto (333 Cupal) existing entry	—	—	—	shampoos	0.21dz	0.08dz	0.03
adhesive moleskin	0.60dz	—	0.07½	Secto (333 Cupal)	—	—	—	sachet	0.805dz	0.30dz	0.11
animal wool	0.60dz	—	0.07½	aerosols	—	—	—	standard	1.215dz	0.40dz	0.17
anti-pressure pad	0.80dz	—	0.10	biting insect repellent	—	—	—	economy	—	—	—
antiseptic foot balm	1.49dz	—	0.18	pop size	—	—	0.31	Singulier (Cardin (1131 Shulton))	—	—	—
ankle & arch support	2.56dz	—	0.32	greenfly & aphid	—	—	0.27	eau de toilette 2oz	—	—	2.38
arch cushions	0.43dz	—	0.65	spray	—	—	—	perfume 1oz	—	—	3.26
athletes foot powder	1.60dz	—	0.20	Mothproof house-	—	—	—	Sister Lauras (1146 5L)	—	—	—
Ball-o-Foot	—	—	—	hold size	—	—	0.24	food 300g	0.17	—	0.22
supersoft pr	1.50dz	—	0.19	superfast fly killer	—	—	—	Skeeticide (333 Cupal)	—	—	—
soft-step pr	0.80dz	—	0.10	super size	—	—	0.24	insect repellent ½oz	0.94dz	0.31dz	0.16½
Vi-step pr	1.20dz	—	0.15	giant size	—	—	0.44	Skefron (1153 SKF)	0.23	—	0.35
bath cubes pine (6)	0.97dz	0.534dz	0.18	Vap fly killer super	—	—	0.21	Skels (1152 SK)	—	—	—
bath salts	0.60dz	0.33dz	0.11	insecticide powder	—	—	—	diabetic chocolate	1.27	0.28	0.08½
large	1.10dz	0.605dz	0.20	plastic puffer 4½oz	—	—	0.14	(2dz)	1.02dz	0.225dz	0.14
Bromidrocil	1.00dz	0.367dz	0.17	ant killer 4½oz	—	—	0.14	(2dz)	0.79dz	—	0.09
bunion lotion	1.16dz	0.425dz	0.19	—	—	—	—	1.98	—	—	0.11
shield (foam ease)	1.94dz	—	0.24	—	—	—	—	(2dz)	—	—	—
(slim foam)	1.20dz	—	0.15	—	—	—	—	pastilles fruit flavoured	1.09dz	0.24dz	0.15



	Trade £:p	Tax £:p	Retail £:p
ofax (208 BW) 17.5g	0.10	0.04	0.19
Dew (596 HR)	—	—	2.00
ntour-lift	—	—	1.00
rbal lotion	—	—	—
owell (705 Kirby)	1.20dz	0.44dz	0.17
lets	—	—	—
Spin (1594 SS)	—	—	2.85
erising discs	—	—	—
h Kendon (1152 SK)	—	—	—
stilles	—	—	—
calyptus & menthol	1.01dz	—	0.13
ee's linctus BPC †DDI	0.90dz	—	0.11
ad gum & menthol	0.92dz	0.335dz	0.14
(61 APC) †sl	—	—	—
phthalmic solution	—	—	—
ropine 1% 10ml	0.34	—	—
omatropine 2% 10ml	0.34	—	—
Drops (786 Macdonald) existing entry	—	—	D
Drops (786 Macdonald)	—	—	D
ton wool balls	—	—	—
white 50	0.60dz	—	0.07½
100	1.05dz	—	0.12½
coloured 50	0.70dz	—	0.09
100	1.20dz	—	0.14
fire (1038 R & C)	—	—	D
fire (1068 Roberts)	—	—	D
(485 Fulford)	—	—	D
(836 Mentholatum)	—	—	D
ora (167 Braun)	—	—	D
glasses	—	—	—
children's	—	—	—
71/2	0.40dz	—	0.05
476/7	0.64dz	—	0.08
478	0.80dz	—	0.10
61	1.00dz	—	0.12½
17/118	1.12dz	—	0.14
19	1.20dz	—	0.15
75	1.52dz	—	0.19
p on	—	—	—
37; 138; 139; 140	1.84dz	—	0.23
37; 238; 239; 240	2.40dz	—	0.30
38; 439; 440	3.44dz	—	0.43
dies'	—	—	—
91	1.76dz	—	0.22
09	2.00dz	—	0.25
24	2.24dz	—	0.28
310 M	2.40dz	—	0.30
80; 921	2.80dz	—	0.35
81	3.20dz	—	0.40
80	4.00dz	—	0.50
431	5.20dz	—	0.65
74; 1180B; 1215B	6.96dz	—	0.87
101; 210D	8.00dz	—	1.00
110	9.20dz	—	1.15
16; 922	10.00dz	—	1.25
077	10.80dz	—	1.35
79; 380	14.00dz	—	1.75
en's	—	—	—
46	1.44dz	—	0.18
69	1.52dz	—	0.19
339M	2.56dz	—	0.32
521M	2.80dz	—	0.35
379	3.04dz	—	0.38
63; 927; 879M	3.60dz	—	0.45
417	4.24dz	—	0.53
90	4.80dz	—	0.60
301	5.20dz	—	0.65
275	6.40dz	—	0.80
301M	6.80dz	—	0.85
95	6.96dz	—	0.87
106; 2107	7.20dz	—	0.90
200	7.60dz	—	0.95
16	8.40dz	—	1.05
63; 917; 920; 923;	10.00dz	—	1.25
3033; 5427	14.40dz	—	1.80
0	—	—	—
ies'/men's	—	—	—
13	1.60dz	—	0.20
16	1.84dz	—	0.23
9; 655	2.00dz	—	0.25
76	2.48dz	—	0.31
0; 3252M	2.80dz	—	0.35
104M	2.88dz	—	0.36
8	3.60dz	—	0.45
130	4.40dz	—	0.55
165	6.40dz	—	0.80
9	6.80dz	—	0.85
68; 2572	8.00dz	—	1.00
80	9.20dz	—	1.15
5; 2076; 5031; 5248;	10.00dz	—	1.25
056	—	—	—
nage	1.12dz	—	0.14
lasses, polarised	—	—	—
es'	—	—	—
2P	10.88dz	—	1.36
12P	13.20dz	—	1.65
12P	14.00dz	—	1.75
1P	12.88dz	—	1.61
06P; 2604P; 897P	14.00dz	—	1.75
36P	15.36dz	—	1.92
5P	15.6dz	—	1.95
19P	19.60dz	—	2.45
es'/men's	—	—	—
5P	10.00dz	—	1.25
4P; 826P	10.96dz	—	1.37
04P	11.20dz	—	1.40
1P	12.00dz	—	1.50
65P; 1275P	12.80dz	—	1.60
07P	14.00dz	—	1.75
9P	16.00dz	—	2.00

	Trade £:p	Tax £:p	Retail £:p
Soothene (727 Lane)	—	—	—
antiseptic cream 28g	1.10dz	0.40dz	0.18
Sophistique (1157S) Delete	existing entry, prices on	—	—
application to distributor.	—	—	—
Sopronol (1352 Wyeth)	—	—	D
Southalls (1164 S5L)	—	—	—
baby pants	1.325dz	—	0.15
pastel softies	—	—	D
Sovol (235 Carteret) existing entry	—	—	D
Sovol (235 CW)	—	—	D
liquid 4oz	2.06dz	0.72dz	0.30
tablets 12	1.10dz	0.38dz	0.16
24	2.06dz	0.72dz	0.30
50	2.75dz	0.96dz	0.40
Spaneph (1153 SKF) †S1	—	—	—
Spansule capsules 30	0.62	—	0.93
250	4.78	—	7.17
Spasmocarbene (1336 WJ & C)	—	—	—
granules	0.48	0.18	0.90
Spectraban (1191 Stiefel)	—	—	—
sun screen 60ml	0.47	0.17	0.88
Spray Net (597 HCL)	—	—	—
(distributors 430 Eucryl)	—	—	—
dial standard	1.83dz	1.01dz	0.28½
Sta-blond (1113 S & B)	—	—	—
shampoo bottle 80cc	1.55dz	0.52dz	0.22
Stal-Kosal (1336 WJ & C)	—	—	D
Stecsolin (1176 Squibb)	—	—	D
tablets 500	—	—	D
Stedmans (1113 S & B)	—	—	—
soothing powders (9)	0.99dz	0.33dz	0.14
teething jelly	1.34dz	0.45dz	0.19
Stelabid (1153 SKF) †S4B	—	—	—
tablets 30	0.62	—	0.93
250	4.87	—	7.31
Steladex (1153 SKF) †S4B	—	—	—
Spansule capsules 30	0.72	—	1.08
250	5.69	—	8.54
Stelazine (1153 SKF) †S4B	—	—	—
ampoules 1mg/ml 12	0.92	—	1.38
Spansule capsules 2mg 30	0.54	—	0.81
250	4.31	—	6.47
10mg 100	2.32	—	3.48
15mg 100	3.49	—	5.24
syrup 200ml	0.41	—	0.62
tablets 1mg 100	0.84	—	1.26
1000	7.48	—	11.22
5mg 100	1.17	—	1.76
1000	10.47	—	15.71
Steradent (1037 Reckitt)	—	—	—
powder small	0.85dz	0.29dz	0.12
medium	1.30dz	0.432dz	0.18
economy	1.88dz	0.629dz	0.26½
tablets 17	0.93dz	0.315dz	0.13
26	1.30dz	0.432dz	0.18
Sterafix (1037 Reckitt)	—	—	—
small	1.26dz	—	0.14
large	1.98dz	—	0.22
Stergene (382 Domestos)	—	—	—
(1½dz)	2.428	—	0.15½
Stericlen (292 CLM)	—	—	—
contact lens ½oz	0.14	—	0.17
solution	0.22	—	0.30
Sterifresh (292 CLM)	—	—	—
Steriplain (292 CLM)	0.22	—	0.30
Sterisoak (292 CLM)	—	—	—
contact lens 1oz	0.14	—	0.17
solution	0.60	—	0.90
Stypven (208 BW)	1ml	0.60	0.90
5ml	1.35	—	2.03
Sugaree (1375 SACL)	—	—	—
Demerara	4.80	—	0.12½
(4dz)	5.75	—	0.15
white granulated	(4dz)	—	—
coffee crystals	3.85	—	0.10
(4dz)	—	—	—
Sulfex (1153 SKF) †S4B	—	—	—
nasal drops 25ml	0.17	—	0.26
200ml	0.97	—	1.46
Sulphamezathine (649 ICI) †S4B	—	—	—
oral suspension 150ml	0.24	—	0.36
11	0.98	—	1.47
powder 100g	0.50	—	0.75
500g	2.06	—	3.09
tablets 100	0.35	—	0.53
500	1.10	—	1.65
1000	2.15	—	3.23
5000	10.45	—	15.73
ampoules 1g/3ml 25	2.10	—	3.15
3g/9ml 10	—	—	—
Sultrin (922 Ortho)	—	—	D
tablets with applicator	—	—	—
†S4B 20	0.50	—	0.75
triple sulfa cream †	—	—	—
with applicator	0.60	—	0.90
tube only	0.48	—	0.72
Sunarama (1169 SOL) existing entry	—	—	D
Sunarama (1196 SL)	—	—	D
stockings micromesh	—	—	—
Budget	1.10dz	0.15dz	0.15
Close-ups	1.72dz	0.23dz	0.25
One-Size	1.32dz	0.18dz	0.19
stocking tights	—	—	—
N.T.1.	2.02dz	0.28dz	0.29
N.T.2.	2.72dz	0.38dz	0.39
N.T.3.	3.08dz	0.42dz	0.45
N.T.6.	1.85dz	0.25dz	0.25

		Trade £:p	Tax £:p	Retail £:p
Sunerven (851 MHP)	50	1.75dz	0.64dz	0.26½
	200	5.95dz	2.18dz	0.90½
Sunnybisk (535 Granose)				
biscuits		1.28dz	—	0.13
		1.73dz	—	0.18
Sunsilk (412 Elida)				
shampoos	bottle	1.225dz	0.45dz	0.17½
	magnum	1.83dz	0.67dz	0.26½
hair spray	standard	1.88dz	1.035dz	0.30
	large	2.545dz	1.40dz	0.41
	economy	3.84dz	2.11dz	0.62
Supersoft (1038 R & C)				
hair spray	120g	1.915dz	1.055dz	0.30
	160g	2.295dz	1.26dz	0.36
	240g	3.05dz	1.69dz	0.48
	380g	4.08g	2.25dz	0.64
talcum		—	—	—
Suppositories Midy (1336 WJ & C)		0.33	0.12	0.62
Supracort (930 P & B) †S4B				
ampoules 1ml	10	2.90	—	—
	6	—	—	—
vial	5ml	1.50	—	—
Surama (1282 VB)				
medicated cigarettes				
	20	1.20dz	0.44dz	0.18
	10 & 50	—	—	—
Sure (509 Gibbs)				
anti-perspirant aerosol				
handy size		2.28dz	1.255dz	0.36
	large	2.915dz	1.605dz	0.46
Sure Shield (549 Guest)				
pastilles				
codeine linctus †DDI		1.02dz	—	0.13
Gee's & chlorodyne				
†DDI		0.89dz	—	0.11
menthol et eucalyptol				
B.P.C. †DDI		0.89dz	—	0.11
pholcodine		1.02dz	—	0.13
tonic tablets		0.75dz	0.27dz	0.12½
Suscandia (972 Pharmax)†				
ampoules	6	5.25dz	—	0.58½
Sustac (972 Pharmax)†S7				
tablets 2.6mg	30	5.25dz	—	0.58½
	250	40.40dz	—	4.49
6.4mg	30	6.55dz	—	0.73
	250	50.05dz	—	5.56
Swan Lake (893 Nicholas)				
bath cubes (6)		1.10dz	0.58dz	0.18
Sweetex (751 LL)				
liquid	1oz	1.53dz	—	0.17
powder	4oz	1.71dz	—	0.19
	1 lb	4.95dz	—	0.55
tablets	100	0.63dz	—	0.07
	200	0.99dz	—	0.11
slim kit		3.53dz	—	0.39
Swiss-Cup (535 Granose)				
coffee substitute				
	1½oz	1.93dz	—	0.20½
	21oz	1.65	—	2.06
Syl (769 LH)				
cream	120g	0.25	—	0.37½
Sylvasun (1419 Intec)				
tablets 24		3.76dz	—	0.47
Synkavit (1074 Roche)				
ampoules 10mg/ml	10	0.40	—	0.60
	6	—	—	—
100mg/2ml	10	0.97	—	1.46
	6	—	—	—
Syntex (1584 Syntex)				
natural beauty				
day cream	24g	0.37	0.205	0.80
	48g	0.65	0.36	1.40
deep cleanser	85cc	0.35	0.195	0.75
night cream	48g	0.65	0.36	1.40
skin freshener	85cc	0.35	0.195	0.75
Syntometrine (1098 Sandoz) †S4B				
ampoules 1ml	6	0.25	—	0.38
	100	3.25	—	4.88
Syntropressin (1098 Sandoz) †S4B				
spray	5ml	0.71	—	1.07
Syrup Pertussis (1336 WJ & C) †S4B				
	100ml	0.15	0.06	0.29
	500ml	0.45	0.16	0.84
Tablax (208 BW)†	25	0.08	0.03	0.15
	100	0.20	0.07	0.37
Tabloid (208 BW)				
aspirin 300mg	25	0.04	0.01	0.07
	100	0.10	0.04	0.19
casacara sagrada 125mg	25	0.04	0.01	0.07
	100	0.10	0.04	0.19
	300mg			
	25	0.06	0.02	0.11
	100	0.20	0.07	0.37
phenacetin compound	25	0.06	0.02	0.11
	100	0.14	0.05	0.26
ephedrine hyd.† 30mg				
	25	0.08	—	0.12
	100	0.20	—	0.30
	500	0.90	—	1.35
	60mg	0.36	—	0.54
Tacitin (262 CIBA)				
tablets 10mg	100	1.32	—	1.98
Taka-Diastase (938 PD)				
tablets pepsin				
compound	100	0.34	0.13	0.64
Tancolin (810 Maw) existing entry				
Tancolin (810 Maw) †DDI				
children's linctus	100cc	1.50dz	—	0.18
	21	1.60	—	—



	Trade £·p	Tax £·p	Retail £·p
<b>Tannafax</b> (208 BW) 17·5g	0·06	0·02	0·11
<b>Tarband</b> (1127 Seton) (distributors 93 BJ)			
zinc paste and coal tar bandage	2·04dz	—	0·25
<b>Tardak</b> (1584 Syntex) †54B VPO suspension (vet.) 10ml	2·55	—	—
<b>Tardrox</b> (228 Carlton) cream 30g	0·14	—	—
<b>Target</b> (105 BTD) men's deodorant	2·06dz	1·135dz	0·32
<b>Tarsolve</b> (204 Bunar) tar remover	0·47	—	0·70
<b>T.C.P.</b> (1552 UL) antiseptic			
2oz	0·9176dz	0·34dz	0·13
4oz	1·3412dz	0·49dz	0·19
8oz	1·9059dz	0·70dz	0·27
ointment			
½oz	0·9176dz	0·34dz	0·13
1oz	1·4118dz	0·525dz	0·20
throat pastilles	1·0588dz	0·39dz	0·15
<b>Teak</b> (1131 Shulton) after shave 6000	—	—	1·42
Cologne 6011	—	—	1·08
6010	—	—	1·59
deodorant aerosol			
6047	—	—	0·96
mini Teak 0351	—	—	0·38
soap 1 6031	—	—	0·47
talcum 6021	—	—	0·78
<b>Tegrin</b> (1178 Stafford) Southern area only shampoo	2·50dz	0·915dz	0·37½
<b>Tender Touch</b> (672 Johnson) wool rolls economy	2·105dz	—	0·24
<b>Tensilon</b> (1074 Roche) ampoules 10mg/ml 10	0·55	—	0·83
6	—	—	—
<b>Terpalin</b> (901 Norton)† (distributors 1545 Vestric) 500ml	0·72	—	—
21	3·00	—	—
<b>Tetmosol</b> (649 ICI) soap 5% tablets	0·70dz	—	0·09
<b>Tetralysal</b> (227 Erba) T5 capsules 150mg 16	0·33	—	0·50
100	1·95	—	2·93
1000	17·50	—	25·25
<b>Theonar</b> (824 MCP) tablets 50	1·32	—	1·98
<b>Theophylline Bruneau</b> (1336 WJ & C) suppositories adult 12	0·51	0·19	0·95
infants 6	0·34	0·12	0·63
with butobarb †154A			
12	0·51	0·19	0·95
infants 6	0·34	0·12	0·63
<b>Thermos</b> (1226 Thermos) vacuum flasks			
25	—	—	0·57
25Q	—	—	0·99
25½	—	—	0·52
2525	—	—	0·85
26	—	—	0·49
105; 106; 226; 246	—	—	—
cups 25½; 26	—	—	0·08
vacuum jugs 71	—	—	1·32
71Q	—	—	1·69
67/1; 67/2	—	—	—
jug stoppers adjustable			
71	—	—	0·13
71Q	—	—	0·15
neck rings 26	—	—	0·03
<b>Thicken Hair</b> (1412 Jackel) (2½dz)	2·70	1·485	0·18
(2½dz)	—	—	—
<b>Thiodacaine Midy</b> (1336 WJ & C) ampoules 20ml 4	0·97	0·36	1·81
<b>Thioderazine Midy</b> (1336 WJ & C) ampoules with BI			
5ml x 6	0·65	0·24	1·21
with BI forte			
5ml x 5	0·91	0·34	1·70
drops 50cc	0·54	0·20	1·02
perlingual tablets	—	—	—
<b>Thompson's</b> (992 P & C) slippery elm food			
maltoed or unmaltoed 6oz	1·70dz	—	0·17½
<b>Thromboral</b> (810 Maw) vials 12	3·00	—	—
<b>Tidman's</b> (1235 Tidman) sea salt bath			
14lb	1·64dz	0·60dz	0·23
56lb	2·65dz	0·97dz	0·37½
1cwt	6·30dz	2·31dz	0·89
table sea salt 12oz	1·88	0·69	3·03½
Mediterranean 1½lb	3·36	1·23	5·33½
<b>Tigress</b> (446 FI) Cologne spray 1785	0·48	0·265	1·05
<b>Tineafax</b> (208 BW) ointment 25g	0·10	0·04	0·19
<b>Tintona</b> (1282 VB) hair dyes			
1·10dz	0·605dz	0·20	—
<b>Tolnate</b> (1153 5KF) †54B ampoules 2ml 12	0·81	—	1·22
5pansule capsules 60mg			
30	0·57	—	0·86
250	4·50	—	6·75
tablets 40mg 50	0·49	—	0·74
500	4·43	—	6·65
<b>Topgrade</b> (126 Biocos) chocolate bars	0·15	—	0·20
drink 145g	0·36	—	0·48

	Trade £·p	Tax £·p	Retail £·p
<b>Topilar</b> (1584 Syntex) TS ointment			
15g	0·30	—	0·45
30g	0·585	—	0·87½
100g	1·50	—	2·25
500g	6·25	—	—
<b>Topina</b> (337 Curtis) existing entry			D
<b>Topina</b> (337 Curtis) pine essence			
110cc	1·20dz	0·66dz	0·25
220cc	1·80dz	0·99dz	0·40
550cc	4·00dz	2·20dz	0·70
1100cc	7·60dz	4·18dz	1·30
2200cc	1·20	0·66	2·50
4500cc	2·00	1·10	4·25
<b>Topnote</b> (11575) Delete existing entry, prices on appli- cation to distributor.			
<b>Topstan</b> (11575) Delete existing entry, prices on application to distributor.			
<b>Torecan</b> (1098 Sandoz) †s4B tablets			
25	0·20	—	0·30
250	1·63	—	2·45
<b>Totomycin</b> (147 Boots) T5 tablets 250mg 100	1·15	—	1·72½
1000	11·08	—	16·62
<b>Tramil</b> (655 ICC) tablets	1·61dz	—	0·18
<b>Tranazine</b> (208 BW) tablets 0·2 mg 10	0·10	—	0·15
<b>Tremovax</b> (208 BW) vaccine (vet.) 50ml	—	—	—
<b>Tricalcine</b> (1336 WJ & C) soft hair spray	0·351	0·183	0·71
<b>Trim Tabs</b> (903 NPU) slimming kit	18·00 (3dz)	—	0·75
<b>Trinitrine Caffeine</b> (1336 WJ & C)†s7 pills 60	0·21	0·08	0·40
<b>Trinitrine Papaverine</b> (1336 WJ & C)†s1 pills 60	0·34	0·12	0·64
<b>Trufood</b> (1249 Trufood) MCT (I) 454g	9·45dz	—	1·05
MCT oil 11	35·50dz	—	3·95
<b>Trugel</b> (893 Nicholas) hair dressing tube	1·435dz	0·73dz	0·24
economy size	2·29dz	1·17dz	0·37
<b>Trust</b> (103 Beecham) dog or cat tablets	1·635 (6 dz)	0·36 (6 dz)	0·03½
<b>Tuamine sulphate</b> (413 Lilly) Tubelette (800 TM)			D
<b>Tugon</b> (96 BA) ant killer	1·44dz	—	0·18
old pack	—	—	—
<b>Tulle Gras Lumiere</b> (1336 WJ & C) compress 10x10cm 10	0·45	—	0·68
<b>Tussifans</b> (901 Norton) † (distributors 1545 Vestric) 500ml	0·38	—	—
21	1·32	—	—
<b>Twink</b> (412 Elida) Curler tweeny	1·25dz	0·69dz	0·21
end curl 80g	1·98dz	1·090dz	0·33
full head 2·92dz	1·605dz	0·49	—
Roller tweeny	1·25dz	0·69dz	0·21
standard	1·98dz	1·090dz	0·33
<b>Tyrimide</b> (1153 5KF) tablets 5mg 30	0·38	—	0·57
250	2·81	—	4·22
<b>Tyrodorm</b> (837 M5D) Tyzanol (969 Pfizer) spray pack			D
<b>Ulay</b> (496 Garsalle) vitamin night cream 80g	5·10dz	2·805dz	0·87
<b>Ulceal</b> (896 NL) 16ml	0·26	0·10	0·49
<b>Uraseptine</b> (1336 WJ & C) granules 80g	0·31	0·11	0·58
<b>Urispas</b> (1584 Syntex) †s4B tablets 30	0·80	—	1·20
100	2·48	—	3·72
<b>Uvistat</b> (1305 WB) cream 50g	0·27	—	0·41
<b>Uvistat-L</b> (1305 WB) cream	0·23	—	0·35
<b>Vacco</b> (1265 Vacco) existing entry			D
<b>Vacco</b> (1265 Vacco) vacuum flasks			
de luxe VLP	—	—	0·55
master minor VM5H	—	—	0·46
standard VM5	—	—	0·49
major VM5D	—	—	0·77
family VM5Q	—	—	0·83
best buy minor VBBH	—	—	0·45
standard VBB	—	—	0·47
major VBBQ	—	—	0·75
family VBBQ	—	—	0·80
tea flask			
standard TF2	—	—	0·62
family TFQ	—	—	0·97
refills			
master minor RM	—	—	0·30
master and tea flask			
standard R5	—	—	0·30
major RG	—	—	0·50
family RF	—	—	0·50
cups and lids			
VBBH & VM5H	—	—	0·07
16oz, 27oz & 36oz			
except VLP	—	—	0·09
VLP	—	—	0·07

	Trade £·p	Tax £·p	Retail £·p
stoppers 8oz & 16oz	—	—	0·07
27oz & 36oz	—	—	0·09
jar J5	—	—	2·53
refill JR	—	—	1·43
jug tea/coffee QJ	—	—	1·34
<b>Vacromist</b> (331 C of C) vapour spray	2·40	0·804dz	0·35
<b>Valium</b> (1074 Roche) †54B ampoules 10mg/2ml 10	0·92	—	1·38
6	—	—	—
<b>Valor</b> (1269 VI) exercisers			
Twist 'n Slim	—	—	1·85
Rotagym	—	—	9·95
health lamps			
Baroness infra-red/ ultra violet	—	—	14·99
with timer	—	—	18·99
Queen infra-red	—	—	7·50
infra-red/ultra violet	—	—	13·50
massagers			
Trim-U-Fit	—	—	33·90
de luxe	—	—	39·90
<b>Va-Pine</b> (810 Maw) Vapona (1155 S & N) existing entry	0·97dz	0·355dz	0·15
<b>Vapona</b> (1155 S & N) fly killer strip	7·50dz	—	0·85
moth killer strip	2·64dz	—	0·30
<b>Vaporole</b> (208 BW) <b>Vaseline</b> (256 CPL) hair cream			
70g	1·095dz	0·56dz	0·17
149g	1·61dz	0·92dz	0·25
tonic 49g	1·415dz	0·72dz	0·22
99g	2·25dz	1·14dz	0·35
petroleum jelly			
yellow			
tin	0·57dz	0·195dz	0·08
No. 1	0·86dz	0·29dz	0·12
No. 2	1·43dz	0·48dz	0·20
tin	0·64dz	0·215dz	0·09
No. 1	0·925dz	0·315dz	0·13
No. 2	1·57dz	0·53dz	0·22
nursery	2·78dz	0·94dz	0·39
economy	4·64dz	1·58dz	0·64
shampoo's satchets			
0·85	0·29	0·05	—
(3dz)	(3dz)	(3dz)	—
bottle	0·925dz	0·315dz	0·13
35g	1·36dz	0·46dz	0·19
70g	2·07dz	0·70dz	0·29
120g	1·07	0·36	0·05
pkts	(3dz)	(3dz)	—
<b>Vasocort</b> (1153 5KF) T5 spray 15ml	0·21	—	0·32
<b>Veganin</b> (1310 WW) †DDI tablets 20	1·28dz	0·47dz	0·19
50	2·46dz	0·90	0·36
<b>Vegetex</b> (851 MHP) tablets 160	4·50dz	1·65dz	0·68½
<b>Veldt</b> (1297 WD) <b>Veldt</b> (1169 BG5) cold cream			
0·09	0·05	0·18	—
<b>Veno's</b> (104 BP) cough mixture	1·45dz	0·535dz	0·20
1·45dz	0·825dz	0·31	—
1·45dz	0·535dz	0·20	—
with honey & lemon			
<b>Ventolin</b> (34 A & H)†54B syrup 150ml	0·43	—	—
<b>Veripaque</b> (1599 Winthrop) powder 3g 6	0·68	—	—
<b>Vetaplasma Langlebert</b> (1336 WJ & C) <b>Vetiver</b> (1469 PC) aftershave 3129	—	—	1·89
atomiser 3125	—	—	1·61
deodorant aerosol 3526	—	—	0·99
eau de Vetiver 3728	—	—	1·76
3729	—	—	2·76
3730	—	—	4·50
atomiser 3025	—	—	1·94
talcum 4311	—	—	0·94
<b>Vibra</b> (721 LC) tonic bath	1·11dz	0·61dz	0·18
<b>Vibrona</b> (400 JD & B) existing entry			
<b>Vibrona</b> (400 J D & B) tonic wine 13oz	4·825dz	—	0·50
26oz	9·05dz	—	0·92½
<b>Vichy-Celestins</b> (1519 SA) splits	2·20	0·49	0·14
(2dz)	(2dz)	(2dz)	—
half bottles	3·07	0·68	0·19½
(2dz)	(2dz)	(2dz)	—
bottles	2·24dz	0·50dz	0·28½
<b>Vichy-Grand-Grille</b> (1519 5A) bottles	2·24dz	0·50dz	0·28½
<b>Vichy Hopital</b> (1519 5A) bottles	2·24dz	0·50dz	0·28½
<b>Vick</b> (1055 RM) existing entry			
<b>Vick</b> (1055 RM) cough drops 40pkts	1·185	0·43	0·05
formula 44			
linctus †DDI 2oz	2·25dz	—	0·25
4oz	3·60dz	—	0·40
discs	1·62dz	—	0·18
inhaler	1·20dz	0·44dz	0·17
lip wick	1·21dz	0·44dz	0·17
steam inhalation unit	0·375	—	0·49½
vapour rub 1oz	1·415dz	0·515dz	0·20
2oz	2·475dz	0·905dz	0·35
<b>vit C cough syrup</b>			
small	1·13dz	0·415dz	0·16
large	1·975dz	0·725dz	0·28



		Trade £:p	Tax £:p	Retail £:p
<b>V (1280 Vigel)</b>				
plets	20	0.165	0.06	0.29½
	40	0.30	0.11	0.53
	120	0.845	0.31	1.48
<b>Vs (1282 VB) existing entry</b>				D
si-scurf hair dressing	2.10dz	1.155dz	0.35	
y rum	1.20dz	0.66dz	0.20	
liantines	1.20dz	0.66dz	0.20	
rf lotion	1.60dz	0.88dz	0.25	
ce after shave	1.80dz	0.99dz	0.30	
ber lacquer aerosols				
ed label	2.40dz	1.32dz	0.45	
ellow label	2.70dz	1.485dz	0.50	
g cleaner	2.00dz	—	0.25	
<b>voite (1530 Fisons)</b>				
m-set	3.30dz	1.82dz	0.52½	I
<b>ac (1335 Wigglesworth)</b>				
1 lb	3.00dz	—	0.37	
<b>el Grande (1519 SA)</b>				
if bottles	3.07	0.68	0.19½	
	(2dz)	(2dz)		
ttles	2.24dz	0.50dz	0.28½	
<b>el Hepar (1519 SA)</b>				
ttles	2.24dz	0.50dz	0.28½	
<b>ne (105 BTD)</b>				
ampoo liquid sachet	0.24dz	0.09dz	0.03½	
standard	1.07dz	0.395dz	0.15	
	1.995dz	0.735dz	0.28	
cream sachet	0.24dz	0.09dz	0.03½	
<b>ol (369 DL)</b>				D
min (1113 S & B)				
osules	2.61dz	—	0.29	
	4.86dz	—	0.54	
	8.82dz	—	0.98	
<b>le's (1295 Wade)</b>				
ve	15g	0.10	0.03	0.17
	45g	0.21	0.07	0.39
ccination pads		0.25dz	—	0.03½
<b>ce-on (366 Dendron)</b>				
ulsion regular	16oz	8.34dz	—	0.99
plets regular	96	8.34dz	—	0.99
<b>ca-Way (430 Eucryl)</b>				
omplete	2.64dz	1.45dz	0.51½	
fill	1.60dz	0.88dz	0.30½	
<b>la (1318 Wella)</b>				
ir spray for greasy hair	148g	0.24	0.13	0.49
<b>lsam</b>				D
nz	—	—	—	
ir spray	75g	0.18	0.10	0.37
	150g	0.28	0.155	0.57
	250g	0.38	0.21	0.78
	320g	0.43	0.235	0.89
	450g	0.58	0.32	1.19
<b>old packs</b>				D
olor Set		0.99dz	0.545dz	0.17
ampoo lemon, herbal,				
edic, satin foundation				
sachet	0.65	0.24	0.05	
bottle	1.42dz	0.52dz	0.22	
<b>ilcome (208 BVV)</b>				
phtheria antitoxin				
	2000	0.24	—	0.36
	10,000	0.64	—	0.96
	20,000	1.24	—	1.86
	40,000	2.36	—	3.54
	60,000	3.34	—	5.01
<b>s-gangrene antitoxin</b>				
nixed ampoule	2.80	—	4.20	
gometrine maleate ts4B				
njection 0.5mg/ml	5	0.18	—	0.27
	100	3.52	—	5.28
<b>tanus antitoxin</b>				
1,500iu/ml	1	0.12	—	0.18
0,000iu	2ml	0.52	—	0.78
<b>rnets, Dr. (1178 Stafford)</b>				
enture powder	18g	1.18dz	—	0.14
	49g	1.93dz	—	0.23
	100g	3.19dz	—	0.38
<b>ite Fire (545 Grossmith)</b>				
ath cubes (6)	605	1.93dz	1.03dz	0.33
ath dusting powder	606	4.07dz	2.18dz	0.70
auty soap (3)	604	2.97dz	1.06dz	0.46
ubble bath oil	610	2.75dz	0.98dz	0.43
ologne stick	615	2.09dz	1.12dz	0.36
eam perfume	616	3.52dz	1.89dz	0.60
deodorant roll-on	619	2.04dz	1.09dz	0.35
au de toilette	603	3.08dz	1.65dz	0.52
and lotion	612	2.09dz	1.12dz	0.36
erfume 3cc	600	2.48dz	1.33dz	0.42
6cc	601	4.74dz	2.54dz	0.80
12cc	602	9.00dz	4.82dz	1.50
alum	608	2.25dz	1.21dz	0.39
<b>berg (994 P &amp; M)</b>				
ine essence	8801	1.98dz	1.09dz	0.33
	8802	3.30dz	1.815dz	0.56
	8803	5.40dz	2.97dz	0.90
	8804	10.80dz	5.94dz	1.80
	8805	20.40dz	11.22dz	3.40
	8806	34.80dz	19.14dz	5.80
<b>ld Fern (1355 Yardley)</b>				
alum		0.167	0.09	0.34½

# **Williams (255 Chembro)**

		Trade £:p	Tax £:p	Retail £:p
<b>Aqua Velva</b>				
after-shave	80cc	1.78dz	0.98dz	0.29
	142cc	3.04dz	1.67dz	0.49
<b>Lectric Shave</b>				
	30cc	1.42dz	0.78dz	0.23
	80cc	2.80dz	1.54dz	0.45
glide-on	83cc	2.80dz	1.54dz	0.45
shaving stick		2.34dz	0.86dz	0.33
refill		0.94dz	0.34dz	0.13
<b>Ice Blue</b>				
Aqua Cologne	55cc	2.80dz	1.54dz	0.45
	110cc	4.64dz	2.55dz	0.75
<b>7 O'Clock (514 Gillette)</b>				
blades carbon	5	1.10	0.40	0.10 A
	(20 pkts)	(20 pkts)		
<b>Amplex (67 Ashe)</b>				A
capsules	28	1.17dz	0.42dz	0.17
	60	1.96dz	0.70dz	0.29
	140	3.38dz	1.21dz	0.50
deodorant roll-on		1.27dz	0.68dz	0.22
spray-on		1.27dz	0.68dz	0.22
aerosols		2.49dz	1.34dz	0.42
shampoo dog	1½oz	0.87dz	0.31dz	0.13
	3oz	1.21dz	0.43dz	0.19
	1 gal	1.33	0.48	2.30
poodle	1½oz	1.21dz	0.43dz	0.18
	3oz	1.86dz	0.66dz	0.28
spirit dry	1½oz	1.07dz	0.38dz	0.16
	3oz	1.82dz	0.65dz	0.27
tablets clinical	15	1.10dz	0.39dz	0.16
	50	3.10dz	1.11dz	0.48
	250	1.27	0.45	2.25
standard	30	0.88dz	0.31dz	0.13
	100	2.47dz	0.88dz	0.36
	250	0.42	0.15	0.76
veterinary	1000	1.32	0.47	2.30
	20	1.08dz	0.39dz	0.16
	50	2.44dz	0.87dz	0.36
	100	4.46dz	1.59dz	0.66
	250	0.90	0.32	1.57
<b>Amplexol (67 Ashe)</b>				A
2oz	1.02dz	0.36dz	0.15	
8oz	2.39dz	0.85dz	0.36	
<b>Band-Box (67 Ashe)</b>				A
Colaie		1.57dz	0.84dz	0.27
hair perfume		0.98dz	0.53dz	0.17
spray tint		2.06dz	1.10dz	0.35
<b>Banshee (67 Ashe)</b>				A
insect powder		1.61dz	—	0.19
<b>Baxen (67 Ashe)</b>				A
tablets	15	0.76dz	0.27dz	0.11
<b>Bronchipax (67 Ashe)</b>				A
tablets	6	0.90dz	—	0.11
	24	2.42dz	—	0.30
	48	4.10dz	—	0.50
<b>Cerebos (242 Cerebos)</b>				A
iodised salt	1½lb	0.74dz	—	0.07½
<b>Crema Puff (813 MF)</b>				I
plus refill		0.158	0.083	0.32
<b>Dettol (1037 Reckitt)</b>				A
antiseptic	small	0.71dz	0.24dz	0.10
	medium	1.29dz	0.433dz	0.18
	large	2.12dz	0.715dz	0.30
	1 gal	15.67dz	5.252dz	2.00
	10l	23.92dz	—	2.20
instrument	20oz	4.00dz	—	0.40
	1 gal	22.32dz	—	2.00
	5 gal	68.57dz	—	6.00
surgical	20oz	3.50dz	—	0.35
	1 gal	12.03dz	—	1.15
	5 gal	53.33dz	—	5.00
cream	1 lb	1.79dz	0.604dz	0.25
	10 lb	2.37dz	—	0.26
	13.85dz	—	1.50	
ointment	small	0.69dz	0.232dz	0.10
	large	1.82dz	0.608dz	0.25
	1 lb	4.71dz	—	0.50
<b>Dettolin (1037 Reckitt)</b>				A
	B	1.16dz	0.39dz	0.17
	20oz	5.30dz	1.787dz	0.70
	80oz	12.79dz	4.236dz	1.60
<b>Dianimol (1023 Radiol)</b>				A
syrup	25ml	1.32dz	0.48dz	0.20
	50ml	2.04dz	0.74dz	0.30
	100ml	2.64dz	0.97dz	0.40
	450ml	7.20dz	2.64dz	1.00
	2l	2.40	0.88	4.00
	4l	—	—	—
<b>Distivit (378 Dist)</b>				D
elixir	1000ml	1.10	—	—
<b>Eade's (67 Ashe)</b>				A
anodyne ointment		1.01dz	0.36dz	0.16
		1.95dz	0.70dz	0.30
tonic		2.52dz	—	0.30
<b>Electrique (813 MF)</b>				A
dusting powder		0.457	0.248	0.96
eau de toilette spray		0.292	0.153	0.59
perfume phial		0.267	0.14	0.54
<b>Equipage (Hermes (1525 PDP))</b>				A
after shave gel	4oz	—	—	2.85
lotion	4oz	—	—	2.20
	8oz	—	—	3.35
travel pack		—	—	1.95
deodorant stick		—	—	0.80
duo-shave cream	4oz	—	—	0.90

## **THIS WEEK'S CHANGES**

		Trade £:p	Tax £:p	Retail £:p	
<b>Aqua Velva</b>					
after-shave	55cc	2.41dz	1.33dz	0.39	
	110c	4.02dz	2.21dz	0.65	
deodorant aerosol	129g	3.72dz	2.05dz	0.60	
electric shave	55cc	2.41dz	1.33dz	0.39	
	110cc	4.02dz	2.21dz	0.65	
shave cream lather	60g	1.69dz	0.62dz	0.25	
brushless Esquire	65g	1.69dz	0.62dz	0.25	
talcum powder	90g	2.80dz	1.54dz	0.45	
<b>Windsor (1070 Windsor) existing entry</b>					D
<b>Windsor (1070 Windsor)</b>					I
Pink Piccolo talc	1088	0.95dz	0.51dz	0.17	
soap lemons 4	N41	2.51dz	0.90dz	0.40	
<b>S CHANGES</b>					
eau de toilette	4oz.	—	—	3.25	
	32oz	—	—	12.50	
travel pack		—	—	2.75	
shaving foam	8oz	—	—	1.75	
soap toilet	5½oz	—	—	0.95	
talcum powder	3oz	—	—	1.25	
<b>Eugene (431 Eugene)</b>					
coiffure conditioning	1oz	1.20dz	0.64dz	0.21	A
friction hair perfume	4oz	0.98dz	0.53dz	0.18	
hair thickener	20cc	1.04dz	0.56dz	0.18	I
shampoos					
oil of orange	20cc	0.56dz	0.20dz	0.09	
oil of orange, oil of lemon					
mink shield	210cc	2.14dz	0.77dz	0.30	
Delacquer		0.31dz	0.11dz	0.06	
Spring hair mist					
aerosol	135g	1.90dz	1.02dz	0.32½	
	410g	4.15dz	2.23dz	0.74	
<b>West End aerosol</b>					
Wisp lacquer aerosol	135g	1.90dz	1.02dz	0.32½	
	410g	4.15dz	2.23dz	0.74	
<b>Exuberance (813 MF)</b>					
dusting powder		0.475	0.248	0.96	A
eau de toilette spray		0.292	0.153	0.59	•
talc new design		0.148	0.077	0.30	•
<b>Fresh Beauty (280 CP) Yorkshire area only</b>					•
soap toilet		1.26	0.47	0.05½	
		(3 dz)	(3 dz)		
bath		1.84	0.68	0.08	
		(3 dz)	(3 dz)		
<b>Gillette (514 Gillette)</b>					A
blades blue	5	1.20	0.43	0.11	
		(20 pkts)	(20 pkts)		
blue extra	5	1.64	0.59	0.15	
		(20 pkts)	(20 pkts)		
platinum packets or					
dispensers	5	3.42	1.23	0.25	
		(25 pkts)	(25 pkts)		
		6.84	2.45	0.25	
		(50 pkts)	(50 pkts)		
	10	6.43	2.30	0.47	
		(25 pkts)	(25 pkts)		
razors					
3-piece		1.97dz	0.71dz	0.30	
Adjustable		9.85dz	3.52dz	1.50	
Slim Twist		4.92dz	1.76dz	0.75	
Techmatic cartridge					
refill		2.95	1.06	0.36	
		(1½ dz)	(1½ dz)		
<b>Gold Spot (409 EH)</b>					
(distributors 67 Ashe)					
breath purifier		1.13dz	0.40dz	0.17	A
aerosol		2.93dz	1.05dz	0.44	
<b>Hair's Dr. (557 Dr. Hair)</b>					C
asthma remedy	4oz	1.40dz	0.517dz	0.20½	
	8oz	2.40dz	0.883dz	0.35	
<b>Halo (280 CP) Southern area only</b>					
hairspray		2.00dz	1.10dz	0.31	
set with conditioner		0.84dz	0.46dz	0.13	
shampoo		1.27dz	0.47dz	0.18	
<b>Harlene (409 EH)</b>					A
camomile golden hair wash					
		1.05dz	0.56dz	0.20	
hair tonic		0.97dz	0.52dz	0.18	
tonic dressing for men		1.05dz	0.56dz	0.20	
<b>Helena Rubinstein (596 HR)</b>					
eyelashes					•
demi		—	—	1.90	
natural		—	—	2.00	
shaggy		—	—	2.40	
sunburst		—	—	2.70	
illumination					
souffle liquid foundation		—	—	3.00	
<b>Hemotabs (67 Ashe)</b>		1.45dz	0.52dz	0.22	A
<b>Hi-Fi (813 MF)</b>					
fluid make-up		0.242	0.126	0.49	A
tube		0.193	0.101	0.39	
<b>Hypnotique (813 MF)</b>					
dusting powder		0.475	0.248	0.96	A
eau de toilette spray		0.292	0.153	0.59	•
aerosol		—	—	—	D
perfume phial		0.267	0.14	0.54	A
<b>Innoxa (654 Innoxa)</b>					
cream powder refill		—	—	0.29	•
<b>Jonquille (813 MF)</b>					
eau de toilette spray		0.292	0.153	0.59	•
talc new design		0.148	0.077	0.30	
<b>June (67 Ashe)</b>					
perfume	21	1.92dz	1.03dz	0.35	A
	22	3.02dz	1.62dz	0.55	



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
24	5.55dz	2.98dz	1.00									
talcum	—	—	—	D	health lamps	—	—		Vamoose (67 Ashe) existing entry	—	—	
Karswood (67 Ashe)	5.85dz	—	0.65	A	infra-ionic	1030	4.32	5.75	Vamoose (67 Ashe)	—	—	
home brew kits	0.93dz	—	0.10		sun lamp	1025	6.48	2.31	10.95	aerosol	2.30dz	—
poultry spice	1 lb	2.60dz	—	0.27	electric blankets	—	—	—	dog powder	0.83dz	—	
	3 1/2 lb	4.83dz	—	0.50	New Favourite	8402	4.11	1.47	6.95	pet powder	1.46dz	—
	7 lb	8.92dz	—	0.93	double	—	—	—		0.83dz	—	
	14 lb	—	—	—	Nitetime	—	—	—		1.46dz	—	
Kruschen (67 Ashe)	57g	0.85dz	0.30dz	0.13	A	single	6401	3.26	1.16	5.50		0.17
salts crystals	114g	1.48dz	0.53dz	0.22	three heat	6431	3.85	1.37	6.50		0.10	
Leichner (749 Leichner)	—	—	—	—	double	6402	4.44	1.59	7.50		0.10	
Kamera Klear make-up	—	—	—	—	three heat	6432	5.03	1.80	8.50		0.10	
stick	—	—	—	—	Rest-time	—	—	—		—	—	
Lloyd's (629 HL)†	—	—	—	—	single	6403	3.85	1.37	6.50		—	
adrenaline cream	30g	0.17	—	0.22 1/2	three heat	6433	4.59	1.64	7.75		—	
	50g	0.25	—	0.33 1/2	double	6404	5.18	1.85	8.75		—	
	100g	0.35	—	0.47 1/2	Startime	—	—	—		—	—	
Matthew's (409 EH)	—	—	—	—	single	6405	4.44	1.59	7.50		—	
Fuller's earth cream	20g	0.60dz	0.21dz	0.10	A	Razorlite mirror	1648	1.10	0.39	1.85		—
	50g	1.05dz	0.38dz	0.16		vibratory massager	1556	4.00	1.42	6.75		—
Max Factor (813 MF)	—	—	—	—		massage cushion	1557	0.86	0.11	1.25		—
active moisturiser	—	—	—	—	Primitif (813 MF)	—	—	—		—	—	
astringent lotion	0.242	0.126	0.49	A	dusting powder	—	0.475	0.248	0.96	A	—	
California aquapettes	—	—	—	—	eau de toilette spray	—	0.292	0.153	0.59	●	—	
corrective cream	—	—	—	—	perfume phial	—	0.267	0.14	0.54	A	—	
cup of youth	—	—	—	—	Pro-Plus (67 Ashe)	100	4.40dz	—	0.55	A	—	
dry skin cream	0.218	0.114	0.44	A	tablets	—	—	—	—	—	—	
eye cream plus	—	—	—	—	Ral Evapo (67 Ashe)	—	—	—	—	—	—	
eye-liner Linemaker	0.687	0.359	1.39	I	dry dressing	15	0.89dz	0.32dz	0.14	—	—	
refill	0.316	0.165	0.64	A	tablets	32	0.45dz	0.16dz	0.08	—	—	
eye shadow brush	0.135	0.047	0.25	—	160	0.97dz	0.35dz	0.14	—	—	—	
Shadow Play brush	0.157	0.055	0.29	—	Rimmel (1063 Rimmel)	—	2.88dz	1.03dz	0.45	—	—	
face powder	0.208	0.109	0.42	A	compressed powder	—	—	—	—	—	—	
translucent	0.208	0.109	0.42	—	anti-shine	—	1.23dz	0.66dz	0.21	A	—	
family deodorant spray	0.237	0.124	0.48	—	eye make-up removing	—	—	—	—	—	—	
foam puff	0.03	0.016	0.06	—	lotion	—	1.23dz	0.66dz	0.21	I	—	
gentle foam cleaner	—	—	—	—	eye shadow/liner kit	—	3.69dz	2.03dz	0.60	—	—	
hand lotion large	—	—	—	—	duo brush	—	1.61dz	0.59dz	0.25	—	—	
invisible foundation	0.218	0.114	0.44	A	lip brush	—	1.93dz	0.72dz	0.30	—	—	
flexi-tube	0.143	0.075	0.29	—	lip glosser	—	1.06dz	0.568dz	0.18	—	—	
Lash Full triple refill	0.203	0.106	0.41	I	medicated make-up	—	—	—	—	—	—	
moisture essence	—	—	—	—	cake	—	1.17dz	0.645dz	0.20	—	—	
pastel touch	0.287	0.15	0.58	A	liquid	—	1.76dz	0.944dz	0.30	—	—	
Pure Magic liquid make-	—	—	—	—	Ronson (1079 Ronson)	—	—	—	—	—	—	
up	0.242	0.126	0.49	—	electric shaver	RS55	6.84	2.51	11.95	●	—	
rejuvenating masque	—	—	—	—	Royal Regiment (813 MF)	—	—	—	—	A	—	
roll-on deodorant	0.222	0.116	0.45	A	after shave lotion	—	0.47	0.246	0.95	—	—	
skin freshener large	—	—	—	—	body talc	—	0.297	0.155	0.60	—	—	
Total Moisture	—	—	—	—	Cologne	—	0.544	0.284	1.10	—	—	
rejuvenating masque	0.366	0.191	0.74	A	soap de luxe	—	0.298	0.104	0.55	—	—	
Ultra Lucent cream	—	—	—	—	Sanogyl (1119 5T)†	—	—	—	—	A	—	
make-up	0.331	0.173	0.67	—	fluoride toothpaste	—	1.65dz	0.45dz	0.17 1/2	—	—	
lipstick	0.242	0.126	0.49	—	Satin Flow (813 MF)	—	—	—	—	A	—	
velvety night cream	—	—	—	—	medium	—	0.158	0.083	0.32	—	—	
for men	—	—	—	—	standard	—	0.218	0.114	0.44	—	—	
after shave lotion	0.272	0.142	0.55	A	large	—	—	—	—	D	—	
clear gel	0.193	0.101	0.39	—	Savlon (649 ICI)	—	—	—	—	—	—	
tube	0.124	0.065	0.25	—	hospital concentrate	11	0.69	—	—	●	—	
Cologne	0.321	0.168	0.65	—	1qt	—	—	—	—	D	—	
pre-electric shave	0.272	0.142	0.55	—	Seventh Heaven (67 Ashe)	800	1.92dz	1.03dz	0.35	A	—	
Mischief (67 Ashe)	—	—	—	—	perfume	—	—	—	—	—	—	
perfume	700	1.92dz	1.03dz	0.35	Sheer Genius (813 MF)	—	—	—	—	A	—	
Monastery (67 Ashe)	—	—	—	—	powder cream	—	0.242	0.126	0.49	—	—	
herbs	28g	0.71dz	0.25dz	0.11	Shellgard (67 Ashe)	—	—	—	—	I	—	
	84g	1.45dz	0.52dz	0.22	Vapona dog band	—	7.44dz	—	0.82 1/2	—	—	
Orastrep (378 Dista)T5	—	—	—	—	Sherleys (67 Ashe)	—	—	—	—	—	—	
tablets	100	1.57	—	—	aquatic aids Nos. 1, 2,	—	—	—	—	—	—	
Pan-Cake (813 MF)	—	—	—	—	3, 5	—	1.27dz	0.45dz	0.19	A	—	
make-up	—	—	—	—	4, 6, 7	—	1.60dz	—	0.19	—	—	
Pegina (1417 Coraline)	—	—	—	—	8, 9	—	1.32dz	0.28dz	0.19	—	—	
indigestion mixture	—	—	—	—	cage birds medicines	—	—	—	—	—	—	
	—	2.38	0.88	0.40	Nos. 1-5	—	1.27dz	0.45dz	0.19	—	—	
Photoflood (977 PE)	—	(10/12dz)	(10/12dz)	—	6-8	—	1.60dz	—	0.19	—	—	
lamps	PI/1	0.15	—	—	9	—	1.41dz	0.30dz	0.19	—	—	
	PI/2	0.39	—	—	cat collars	—	—	—	—	D	—	
reflector type	PI/5	0.69	—	—	dog chews	—	—	—	—	—	—	
	PI/6	0.77	—	—	liver snaps	—	1.11dz	0.24dz	0.15	A	—	
	PI/7	0.96	—	—	round-worm tablets	24	1.64dz	—	0.20	C	—	
Photoflux (977 PE) existing entry	—	—	—	—	Sherley Stars	—	—	—	—	D	—	
Photoflux (977 PE)	—	—	—	—	Simbix (67 Ashe)	—	—	—	—	A	—	
flashbulbs AG1B	10	—	—	0.50	diet biscuits	—	2.44dz	—	0.27	—	—	
	PF1B	—	—	0.50	nibbles for slimmers	—	—	—	—	—	—	
	PFC4	3	—	0.69	chocolate nut cookies,	—	2.20dz	—	0.25	—	—	
	PF5B	5	—	0.36	chocolate malted,	—	1.85dz	0.40dz	0.26	—	—	
	PF6B	5	—	0.45	peppermint creams	—	1.83dz	0.39dz	0.25	—	—	
	PF60	1	—	0.20	slimming plan 14 day	—	4.41dz	—	0.52	—	—	
	PF60/97	1	—	0.20	Sublamin (409 EH)	—	—	—	—	—	—	
	PF100	1	—	0.25	lotion	80oz	1.14dz	0.41dz	0.20	A	—	
	PF100/97	1	—	0.25	Sucron (67 Ashe)	—	—	—	—	D	—	
Photolita (977 PE)	—	—	—	—	mini lumps	200	1.04dz	—	0.13	A	—	
Pifco (983 Pifco)	—	—	—	—	650	—	2.78dz	—	0.35	—	—	
bedwarmer	1098	2.04	0.73	3.45	Sweet Sue (1412 Jackel)	—	—	—	—	—	—	
facial sauna	1560	4.00	1.42	6.75	perfumed talc pad	—	1.62dz	0.89dz	0.28	A	—	
hair clippers	99	5.22	—	6.95	talc mitt	—	1.92dz	1.055dz	0.33	—	—	
hair dryers	—	—	—	—	Tame (1242 Toni) existing entry	—	—	—	—	D	—	
Go-girl	1170	2.93	1.04	4.95	Tame (1242 Toni)	—	—	—	—	I	—	
trio	1970	3.52	1.26	5.95	creme rinse	sachet	0.32dz	0.17dz	0.05	—	—	
Hi-speed	1050	3.84	1.38	6.50		60g	1.37dz	0.755dz	0.22	—	—	
Princess	1060	3.11	1.11	5.25		112g	2.05dz	1.13dz	0.33	—	—	
stand	1061	0.89	0.12	1.30	Twice as Lasting (525 Golden)	—	—	—	—	—	—	
chrome stand	1065	0.34	0.05	0.50	hair style retaining lotion	—	—	—	—	—	—	
ensemble	1960	5.00	1.79	8.45	No. 1 or 2	large	2.34dz	1.285dz	0.39	R	—	
hood	1064	1.13	0.40	1.90	for greasy hair	large	2.54dz	1.395dz	0.42	—	—	
beauty outfit	1962	4.53	1.61	7.65	Valet (514 Gillette)	—	—	—	—	A	—	
Ranger	1180	2.93	1.05	4.95	blades	10	1.36	0.49	0.25	—	—	
Salon	1990	9.76	3.49	16.50			(10 pkts)	(10 pkts)		—	—	



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nger II set was a sell out. Thousands of people snapped it  
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flashbulbs and an album. (In fact, everything needed  
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second TV commercial will run 10% more often than  
last year.)

All that remains now is for you to stock up.

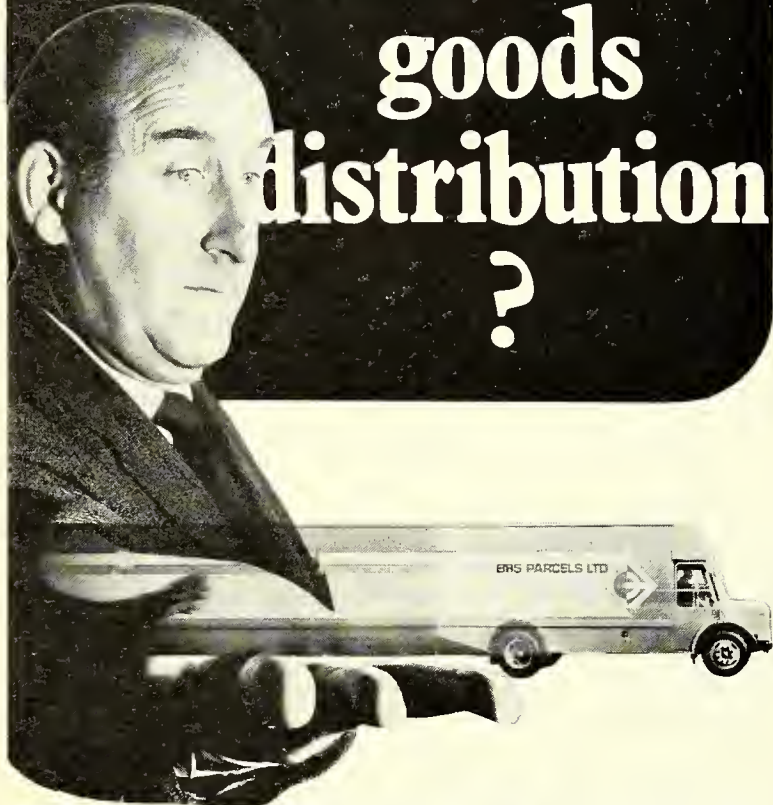
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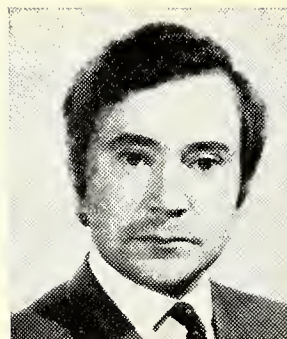
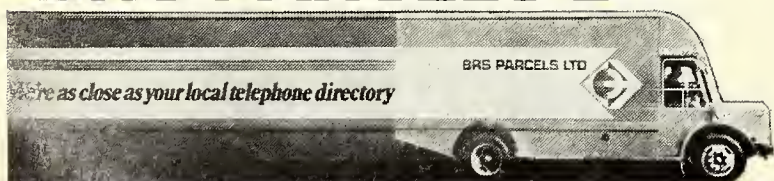
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# COMMENT

## Problems after Swann

Members of the Agricultural and Veterinary group of the Pharmaceutical Society received little consolation at their annual meeting on May 8, when the Government decisions following the Swann Committee recommendations were discussed. Members were critical of the Ministry of Agriculture, Fisheries and Food's approval that farmers' normal supplies of feeding stuffs should be also the outlet for feeding stuffs containing the "growth" and therapeutic antibiotics, even though the supply was dependent upon a veterinary prescription or "direction" being presented by the purchaser.

Members felt that increasing the number of outlets would inevitably result in a lessening of controls that were considered necessary in respect of such potent substances. They called for more control rather than any relaxation, arguing that the antibiotics were potentially dangerous and that the public interest demanded a revision of the Ministry's attitude.

Dr A. B. Paterson, Director of the Ministry's Central Veterinary Laboratory, stressed that the current approach was based on the practical situation that exists. There was a general recognition of the need for pharmacists to control antibiotics for therapeutic needs, but the Ministry had no immediate mandate to enforce such restrictions as members of the group were seeking. The Government was hardly likely to grant such powers.

Energetic organisations such as the National Farmers'

Union would be likely to lobby against such restrictions and, therefore, the only way in which teeth could be given to the present law was through the Medicines Act 1968 and the forthcoming Regulations.

Another aspect that irritated members of the group concerned the manufacturers of veterinary medicines who refused to supply veterinary preparations to those who could be described as "agricultural and veterinary chemists" and who were specially interested and active in that area. Some manufacturers even refused to give pharmacists any technical product information.

That is a situation which, in these days of drug interactions, cannot be condoned in any way. Regrettably, at the meeting there was a tendency to blame the Association of British Pharmaceutical Industry as a whole, when in fact only two or three manufacturers are culprits.

However, we are much concerned with the reports of the relatively extensive illegal supplies of antibiotics that are reported to be sold direct to farmers. We are aware of the economic reasons for the farmers' attitude, and, in these days of ever-increasing costs, we sympathise with him when he finds himself offered quantities of antibiotics cheaply and without qualified veterinary supervision, but we cannot approve such purchases or the sales.

But this is a problem of wider interest. It is not merely a question of protecting a flock, but rather that of ensuring that the public is not at risk—and the pharmacists who were seeking more and efficient controls were arguing on that very solid basis.

## LETTERS

### Question of memory

Without wishing to unduly prolong discussions, I must request the courtesy of your columns to reply to Mr David (last week, p 584).

I will not submit him to the indignity to which he has, apparently, tried to submit me by saying that his letter is untrue; I will simply confirm the following points:

- (1) He made no mention whatsoever of the fact that the proposals of Mr Sambridge and myself or any similar proposals had been considered by the Central Committee; in fact apart from his verbal remarks, we have to this day not been afforded the courtesy of a reply.

We attributed this to the unfortunate postal strike.

- (2) I accept the fact that he may have been speaking as an individual and not in any official capacity—although he did not specify this—but I must repeat that, as far as it is possible to remember exactly, his words to me were: "I agree that it would be a good thing for us if such a scheme were adopted."

- (3) Whilst I can understand that it may now be politic for him not to re-collect the details, I would confirm that I am not in the habit of lying and I resent strongly the implication that I have so done.

We will merely content ourselves with accepting the fact that Mr David's memory may not be so good as it once was, and I know he will forgive me if I remind him that he demonstrated how equally unreliable it was when he was reported as having attributed my vote to Bob Worby later in the meeting, despite the fact that I was not sitting next to Bob at the time.

I am content that my fellow pharmacists should decide for themselves as to whose memory appears to be the more reliable.

E. C. Evens,  
London, E 13

### Legible labels

I refer to the letter from Mr Kohler of Axminster (April 10, p. 425), in which he makes a number of remarks in relation to the packaging of our Karvol capsules. His general thesis—that packaging should take into account legibility of copy—is accepted and understood. However, his scathing remarks in relation to our company go a long way to undermining the validity of what would otherwise have been a legitimate statement.

The problems associated with label copy for pharmaceutical products are

numerous and are exacerbated by legal requirements which have to be met. The smaller packs of many products are indeed small, and in order to meet legal and practical requirements for copy, the print size employed has of necessity to be correspondingly small.

Mr Kohler rather destroys his case by overstatement and by the implications contained in his letter. If he had shown us the courtesy of writing to us, we could no doubt have had useful correspondence on the problems involved, of which we are only too well aware. He would also have learned that we are in the final stages of a repackaging exercise for this product which will greatly improve the clarity and legibility of the type.

It may be significant that the only complaint we have ever received about legibility of our copy comes from someone who claims to have very good eyesight.

D. J. Whitehouse  
director, Crookes Laboratories Ltd  
Houndmills Estate,  
Basingstoke, Hants

### Appreciated

Your paper has been of great interest and help to me and particularly the Quarterly Price lists which have been of the greatest aid in keeping track of the numerous changes. I wish to thank you for the service you have provided over the past 30 years.

C.H.B.



# HAIR COLOURANTS CHEMISTS' OWN MARKET

by A. F. L. Deeson MA PhD DSc

To the pharmacist hair colourants provide considerable opportunities. The market is largely in the hands of the chemist; it is growing only very slowly, but it is an area where, unlike many cosmetic preparations, there is no competition at all from supermarkets and grocery outlets. However, it is vital that the chemist should be in a position to offer the customer advice if he is to get his rightful share of the local turnover in these products.

The customer wants to know which type, shade and product will give her the best results for her particular requirements. This implies that assistants must have a knowledge of the function and performance of hair colourants. Most women need the reassurance of an informed person in this emotionally-charged arena of hair colour choice.

On the commercial side, because of the large number of different shades, it is necessary to maintain a close stock control and to concentrate primarily on brand leaders who are spending money on advertising and other support services.

Good advertising in this field, which clearly shows the consumer the benefits of using hair colourants, is of definite value to you and your assistants working at the point of sale. Informative display material is also useful.

Provided women are convinced that chemists are qualified to give them authoritative advice, the major share of the sales of hair colourants will remain in their hands. And—although this can be said of a number of products—it is probably true that every woman who comes into your shop, whatever her age, is a potential customer for colourants or rinses.

Having said that, what is the value of the hair colourants market?

As usual, it is difficult to arrive at precise figures, partly because different manufacturers define hair colourants differently. Some estimates go through the spectrum from permanent colourants to wave sets with colour added, via the temporary rinses.

## Size of the market

Starting at the lowest estimate given to me, Golden Ltd reckon it is a £6 million annual market, retail, for permanent and semi-permanent rinses and pure rinses. Lambert Chemicals estimate the general colourant market at £8-£8.5 million with another £1.5-£2 million for bleaches. Another leading manufacturer, who asked not to be quoted by name, gives the value at £9.4 million for all types of colourants.





Elida recently carried out their own survey, covering all types of colourants, and suggest the size of the market as £11.5 million. The IPC Marketing Manual for 1970 points to a retail market currently worth £10 million.

On the basis of a definition of hair colourants as permanent hair colours, bleaches, semi-permanent hair colours and temporary colourants, my own research indicates that the market at retail sale value is likely to be £10.5-£11.5 millions.

### Growth of the market

In the early and mid-sixties, growth was still quite rapid, though the rate was already declining. An estimated retail market value of £5,050,000 for 1963 increased by 18 per cent in 1964; 15 per cent in 1965; 10 per cent in 1966 and 9.5 per cent in 1967. In 1968 it increased 8 per cent (but that included a purchase tax increase of from 27.5 per cent to 55 per cent). In 1966 the growth was down to 5.6 per cent and in 1970, at the most optimistic, probably did not exceed 1.8 per cent which barely covered increases in retail prices.

Robin Reid, of the Lambert Chemical Co Ltd (Poly marketing director), writing in the *C&D* last June, noted the lull, which he put down to the economic situation and a boom in wig sales. But Mr

Reid suggested that the excitement over wigs would begin to die away and his prediction looks as though it is coming true. So perhaps the hair colourant market is due for an upturn.

About 70-80 per cent of the sales of hair colourants are through chemists, of which 10-15 per cent is attributable to the chains. The remaining 20-30 per cent largely goes to hairdressers, who realise that women instinctively feel that hair colouring is a serious business demanding expert advice and make sure they get it. That is why it is important to beat the hairdresser at his own game by providing reliable, professional advice and taking the fullest possible advantage of the various training courses and other aids offered by the manufacturers to beauty counter staff.

The Soap, Perfumery & Cosmetics Year Book for 1970 shows the following brands of hair colourants used at the time of interviewing in percentages:

Color-Glo, 11.7; Harmony, 10.5; Poly Colour, 7.6; Poly Tint, 6.2; Clairol, 6.2; Rimmel, 5.2; Sea Witch, 2.2; Toni, 2.2; Nice 'n Easy, 2.2; Focus, 2.2; Wood Nymph, 1.2; Others, 37.1; Don't Know, 5.5.

The IPC Cosmetic and Toiletries Survey for 1970 shows the following brand leaders, again in percentages:

Harmony, 19; Color-Glo, 10; Rimmel, 7; Poly Colour 6; Inecto, 6.

In this survey, Casual and Sea Witch each have 4 per cent; Focus, Poly Tint, Loving Care, Nice 'n Easy have 3 per cent; Tintette, Belle, Recital, Clairol, L'Oreal, Melody, Nestles and Evanol have 2 per cent each.

Among users of bleaches and hair lighteners, the leaders were Hiltone, with 28 per cent, and L'Oreal with 13 per cent.

It is evident that at the present time Harmony (Elida Ltd) and Color-Glo (Golden Ltd) with Hiltone and L'Oreal are fighting it out for leadership. Elida themselves claim to be the largest home hair colourants company in the United Kingdom with 19 per cent of the market in value and 25 per cent in units in 1970. The total of the Poly products: Poly Colour, Poly Tint, Poly Blonde, Poly Fair and Poly Lighter must also carry Lambert Chemical Co Ltd somewhere near the top of the league.

### Advertising

As already indicated, Press advertising of the right kind is important. Top advertisers in monetary terms for hair colourants, tints and bleaches in 1970 were: Harmony (£79,800, all in the Press); Belle (£70,400, all in the Press); Tried and True—Max Factor (£51,000, all in the Press); and Recital (£46,000 — £40,600 in the Press and £5,400 on television).

Altogether about 40 brands were advertised to the tune of £854,500, of which only about £15,000 was on television. From the retailer's point of view, however, these figures, dealing with the past, are only of somewhat academic interest. It's what is happening now and in the future that is important and the chemist should make it his business to know what campaigns are planned.

In this field the leading manufacturers

are prodigal in their support of the retail pharmacist and for the reasons suggested earlier it is wise for the pharmacist to take full advantage of the various services available from manufacturers.

Inecto (Rapidol), for example, run bonus offers, provide display material and booklets, organise courses for beauty counter assistants, and have a free advice bureau for the public. They also spend a good deal on public relations and give talks to groups of housewives.

Golden Ltd provide shade charts, display material, have a customer advisory service and a training course for assistants.

Toni (Gillette) offer pre-packed merchandisers, shade cards, leaflets and free packs on top-selling shades.

Harmony (Elida) issue many booklets, provide the services of the June Lindsay Advice Bureau and run an education programme for assistants.

Poly (Lambert) have a free correspondence course for sales girls.

### User profile

The IPC Marketing Manual for 1970 indicates that usage of hair colourants runs over the 16-54 age group pretty evenly but drops to 15 per cent among the 55-64 age group. More detailed, the Elida colourants survey shows this breakdown by age:

Per cent		Per cent	
15-24	29	35-44	24
25-34	29	45-54	17

For "bleaches and lighteners" the comparable figures are:

Per cent		Per cent	
13-15	2	35-44	7
16-18	5	45-54	5
19-24	7	55-64	2
25-34	8		

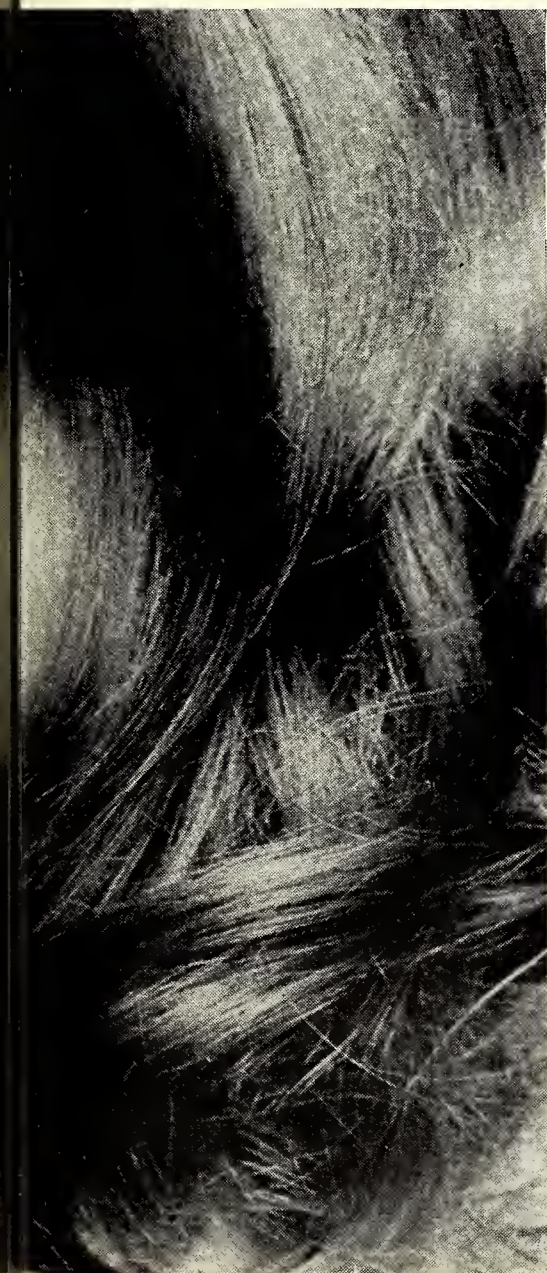
Lambert's have found that Poly Tint has a rather older sales profile than all their other Poly products.

Both IPC and Elida find a heavy weighting to the C2DE socio-economic groups: only 30 per cent of all colourants sold go to ABC1

IPC found that the North-west has the best sales for colourants. On the other hand the Elida survey shows 40 per cent sales in London and the South; 23 per cent in the Midlands, Wales and the West; 22 per cent in Lancashire and Yorkshire and 14 per cent in the North-east and Scotland. Golden Ltd say that more women in Liverpool and Manchester use bleaches than in any other part of the country and the IPC Survey shows that twice as many women in the North, North-east and North-west use bleaches and lighteners when compared with London and the South-east. Lambert have noticed that Poly Tint sells better in areas with a big immigrant population.

Elida also suggest that 43 per cent of sales are for high permanence types; 37 for low permanence and 20 per cent for bleaches and lighteners.

Overall, about 22 per cent of women use hair colourants, so there is considerable scope for development. Also, as I have shown, this remains very much a pharmacist's market and one which you should take steps to nurse.





# PROFESSIONAL NEWS

Pharmaceutical Society of  
Great Britain

## Original pack dispensing: pros and cons

Is pharmacy ready for original pack dispensing? A number of pointers to the answer to that question were provided at the second conference of the Pharmaceutical Society's North-western Region, held in Blackpool on May 9.

Mr C. Hetherington, group pharmacist, Leeds General Infirmary had no doubt that the time was right for negotiations to be instituted within the profession on arrangements for a changeover to the use of manufacturers' packs for all dispensing.

A timetable could be designed to permit bulk containers to be cleared from wholesalers and individual pharmacies in much the same way as had been done for metrication.

By a suitable amendment to the National Health Service Regulations it could be made obligatory for all pharmaceuticals to be supplied in an approved NHS drug package.

Mr Hetherington, who heads a Guild of Public Pharmacists working party on packaging of pharmaceuticals, welcomed the fact that a similar working party had been set up by the British Medical Association under Professor A. McGregor.

The time has surely come, he said, when some attempt should be made at standardisation of size and shape of containers to within fairly close limits, to allow improved use of storage space. He offered some suggestions for packings to meet hospital requirements for solid-dose preparations.

### Favoured modules for hospitals

For multi-dose packs he would prefer a bubble-pack push-through presentation. This would mean the acceptance by the industry of standardisation of module size.

Tablets and capsules would be packed in multiples of seven. Each module would accommodate up to 28 tablets up to 11 mm diameter and 14 tablets over that size. Cartoned in 20's, purchase pack size would become 280 or 560 modules.

For single unit packs Mr Hetherington would also favour blister packs with a peelable laminate in place of the backing foil used in the push through presentation to serve as the individual pack label. Bubbles would be presented in strips of 10 with 10 strips to the carton.

Advantages of the system would be that the manufacturer was responsible for choosing the packaging material best suited to his product, standardisation of pack size; labelling carton size and order quantity for both prescriber and pharmacist; improved elegance and safety; no counting of tablets by the pharmacist and the possibility of negotiating the return of dead stock in complete modules to the supplier.

Against those advantages must be set slightly increased storage space and probably slightly higher stock cost compared

with packs of 500 and 1000 loose filled containers used now.

Mr George Teeling-Smith, director, office of Health Economics, was also in no doubt about the value of original pack dispensing, his views not having changed since 1965 when he gave a similar address on that very subject.

Dealing with the economics of original pack dispensing, Mr Teeling-Smith said that arguments were confused by comparisons between the cost of present small and bulk packs.

This had nothing to do with packaging, mainly because the smaller packs were produced in short runs thus losing the economies of large scale production and more importantly because, in general, small packs were designed for sale to the public who were prepared to pay more for medicines than was the Government. If small packs became standard, the price would come under the same pressure from the Government as is exerted on that of large packs now.

Mr Teeling-Smith said that it had been estimated that the additional cost to the NHS of original pack dispensing would be from £2½-£3¼ m annually, against which could be set a saving of £2 m on the present container allowance.

It could be argued that a certain amount of waste would arise if the doctor ordered quantities different from those packed. Ingredient cost, however, was a small factor in the cost of medicines, a high proportion of the cost being due to research and management time involved in developing the medicine.

If manufacturers produced only unit packs the Department of Health would be forced to pay for that size. The initiative lay with the manufacturers and he hoped they would take it.

The approach of Mr J. P. Bannerman, a member of Council, was rather more cautious. Although the well-being of the patient was important, equally so was the well-being, both professional and economic, of the pharmacist.

Provided suitable containers, free from contamination, were used and normal good dispensing practice followed the dangers to the product involved in the manipulative transfer of the product by the pharmacist could be kept to the minimum. If that were not so, the case was undoubtedly made for handling only in the manufacturers' original pack.

One thing that traditional dispensing methods did allow was for more direct checks to be made on the medicament.

With an original pack that was impossible without destroying the pack.

Although the public might benefit from the speeding up of the time taken to dispense medicines, who was to say that he would spend the extra time available on checking doses and incompatibilities and ensuring that the patient understood the instructions? That was normal good pharmaceutical practice. Although there might be a saving of time it would not necessarily be of the pharmacist's time.

Mr Bannerman was doubtful whether joining the EEC would lead to the use of more original packs. National traditions would not be discarded at will.

A considerable number of original packs was already in use but they seemed confined to certain groups of preparation. Could it be that preparations with a critical close level were not suited to original pack dispensing.

However, if original packs are to be used, certain criteria should be used to ensure that they were acceptable.

Information that, although required by law, did not need to be passed on to the public should be easily removable by the pharmacist; there should be adequate space for the pharmacist's label without obscuring manufacturers' warnings. Thought should be given to storage problems and the implications with regard to the Poisons Regulations of supplying a quantity differing from the number prescribed, which might be necessary.

Finally, it was vital that the pharmacist should retain his right to satisfy himself that the contents of the package were as they should be. There was a danger that some of the pharmacists' professional responsibility might be lost.

### European practice

Mr C. C. B. Stevens, a member of Council, described how original pack dispensing is dealt with in Europe.

In retail practice, packs of solid dose-forms were generally based on units of 25, 50 or 100, ampoules boxed in 5's and 10's. If the doctor ordered a quantity different from a standard size a strict procedure was laid down. Ideally the pharmacist should obtain the doctor's permission to alter the prescription.

Doctors, however, being difficult to contact, the usual procedure was to dispense the next lower pack size, endorsing the prescription, and ask the patient to return to the doctor.

In hospitals, the system was similar to that envisaged in the Noel Hall report with regional pharmacies backed up by area control laboratories.

Push through packs of tablets banded in 100's, 250's or 500's were used both for branded and generic products. These were not available to retail pharmacies. They gave longer production runs with little additional cost.

Properly applied original pack dispensing could enhance the status of the pharmacist but proper planning would be needed with at least two years' preliminary discussion, principally between the Pharmaceutical Society and the members of the medical profession.



# Animal medicines: more controls wanted

The Ministry of Agriculture, Fisheries and Foods recognised that there was a need for additional controls in respect of animal medicines and growth feedingstuffs, and the recent proposals to allow antibiotics in feed mixes to be available from farmers' normal suppliers was a "weak point."

That was the opinion of Dr A. B. Paterson, director of the Central Veterinary Laboratory when he spoke on the "Implementation of the Swann Committee's recommendations" at a meeting of the Agricultural and Veterinary Pharmacy Group on May 9.

It was, however, necessary to recognise the current practical situation. There would be further opportunities for additional controls under the Medicines Act legislation and these could be taken after discussions with all those who were involved. Meanwhile, the Ministry had only limited powers and had to take the opportunities that were available.

Dr Paterson referred to the Netherthorpe Committee, which had indicated the desirability of using different antibiotics for "growth" purposes in animals from those used prophylactically.

The Swann Committee had confirmed that and, in view of the increased number of antibiotics and growth promoters now available it was possible to implement the recommendation.

"Swann" had also suggested there should be two classes of compounds—those used in feedingstuffs which should be on free sale, and those used prophylactically which should be available only on the prescription of a veterinary surgeon.

Currently, the food compounders could hold stocks in anticipation of a veterinary prescription or direction.

This was not a tight control but we were moving into a period when the veterinary surgeon would be writing prescriptions. The Swann report put a great onus on the veterinary surgeon. There had been some references to possible increased costs to the farmer, but Dr Paterson thought those suggestions could be described as highly speculative.

There had been some argument on the interpretation of the phrase "under his care" in relation to the veterinary surgeon and the animals for which he prescribed. One approach had been to ask the British Veterinary Association and the Royal College of Veterinary Surgeons to produce concertedly a code of good conduct for veterinary surgeons.

The Swann Committee had suggested more should be done on epidemiological work and more research on the problems of stress in animals and on "residues."

The FDA had come out strongly on residues, whereas in the United Kingdom the approach had been more relaxed, relying often on voluntary procedures. It was an aspect, said Dr Paterson, where there was "probably a need for the Government to do some work."

Mr Keith Jenkins demanded that there should be more teeth in the law to cope with material that was being smuggled

into the country and being sold to farmers "by any Tom, Dick or Harry." Dr Paterson regretted the present situation.

He did not think there was any question that the antibiotics should be only available through pharmacists, but it was necessary to deal in a "practical manner with things as they are." He then mentioned the possibility of using the powers under the Medicines Act.

Dr Paterson later said there was no power to prevent the importation of antibiotics or similar preparations, but under the new Medicines Act "importation would be tightened."

Concerning the illegal use of antibiotics a link was being established between the Pharmaceutical Society inspectorate and the Ministry's veterinary officers in order to get effective control. The difficulty was that of enforcement.

Mr Keith Jenkins suggested that possession of antibiotics without a prescription should be made illegal.

Another member of the group said the problem was that the veterinary surgeon was charging too much, leading farmers to find other sources, whereupon another member suggested much of the black market could be resolved if more veterinary prescriptions were written. For some stock it was just uneconomical for the veterinary surgeon to attend.

Mr V. Thompson, Stranraer, said there were not enough veterinary surgeons to see all the cases. Dr Paterson said there was a need for more information on the question of manpower.

## Changes in Irish Registers

The following amendments to the Registers maintained by the Pharmaceutical Society of Ireland were approved at the April meeting of Council.

Margaret McInerney, LPSI, Lahinch, co Clare, and John P. Meany, LPSI, Sunholme, Meath Road, Bray, co Wicklow, were elected to membership.

Mrs Mary Olive Maher (*née* McNally), Asst, and Mrs Norma Somers (*née* Shanahan), Asst, having submitted marriage certificates were granted change of name in the register.

Michael G. Connolly, LPSI, 58 Upper Main Street, Cavan; Michael J. Cullen, LPSI, Ennis Road, Limerick; Daniel J. Houlihan, LPSI, Lisnagry, co Limerick and Violet V. Shannon, LPSI, Dromard, co Sligo, were nominated for membership.

The following changes of address were noted: Mrs Mary C. Boyle, LPSI, to 98 Orwell Road, Rathgar, Dublin 6; Kathleen Chambers, LPSI, to Wyndhurst, Crest Road, Derrychara, Enniskillen, co Fermanagh; Mrs Margaret C. Finegan, LPSI, to Curraghbeg House, Ardee, co Louth; Mrs Bridget A. Heffernan, MPSI, to 54 Woodley Park, Kil-

macud, Dublin 14; Mrs Mary T. Heffernan, LPSI, to 44 Lakelands Crescent, Kilmacud, co Dublin; Mrs Geraldine B. Kingston, LPSI, to 18 Glendoher Avenue, Rathfarnham, Dublin 14; Mrs Margaret M. Laide, LPSI, to Main Street, Drimoleague, co Cork. Dr Ann T. Whelan, LPSI, to Rosmeen, Clare Road, Ennis, co Clare; Mrs Annie C. Whelan, LPSI, to 81 Retreat Park, Athlone, co Westmeath; J. P. Byrne, LPSI, to c/o R. J. Sinnott Ltd, 8 North Main Street, Wexford; P. J. Butler, LPSI, to c/o 7th Floor, Standard General House, Church Street, Capetown, South Africa; P. Cryan, LPSI, to 105 Lower George's Street, Dun Laoghaire, co Dublin; J. D. Hallahan, MPSI, to Togher Shopping Centre, Togher, Cork; J. J. Kingston, LPSI, to 18 Glendoher Avenue, Rathfarnham, Dublin 14; Dr W. F. Walsh, LPSI, to Rock House, Midleton, co Cork; Mrs Dorothy Casey, Asst, to 2 Melville Terrace, Military Road, Cork; Mrs Oliver Maher, Asst, to 7 Laurence Street, Drogheda, co Louth; Miss Catherine T. O'Mahony, Asst, to 47 Offington Drive, Sutton, co Dublin; Mrs Norma Somers, Asst, to 4 Brighton Place, Clonmel, co Tipperary.

The following were granted preliminary registration in the Pharmaceutical Assistants' Preliminary Register: Anna Maria Collins, Main Street, Liscarrroll, Mallow, co Cork; Nora Mary A. Hynes, Barnane, Borrisoleigh, co Tipperary; Mary Helen Casey, 25 Palace View, Western Road, Cork; Philomena Mary M. Deasy (*née* Reilly), 52 Taney Road, Dundrum, Dublin 14; Anna Therese Doyle, 10 Braemor Road, Churchtown, Dublin 14.

Apologies for absence were received from Messrs P. H. Browne, D. J. Kennelly, V. G. McElwee and B. J. Murphy.

A number of grants were passed for payment at a meeting of the Benevolent Fund which followed.

## New officers

### Pharmaceutical Society

**Plymouth.** Chairman, D. G. Hawkins; vice-chairman, R. F. Bowden; treasurer, J. J. Trice; social secretary, R. F. Bowden; secretary, Mervyn Madge, 1 Saltburn Road, St Budeaux, Plymouth, Devon.

**East Metropolitan.** Chairman, D. C. Evans; vice-chairman, D. F. Carruthers; social secretary O. C. Wombwell; treasurer, D. F. Carruthers; assistant secretary, C. E. Taylor-Nobbs; secretary, T. Waller, 270 Wanstead Park Road, Cranbrook, Ilford, Essex (telephone 01-554 0577).

## BOOKS

**Clinical Pharmacy Handbook.** Hugh F. Kabat. *Lea and Febiger.* In Great Britain from Henry Kimpton, 205 Great Portland Street, London W 1. 11 x 8½ in. Pp 108. £2.95.

**Handbook of Experimental Pharmacology, Band XXIV, Diuretica.** Editor Hans Herken. *Springer-Verlag, 1 Berlin* 33. 10 x 6½ in. Pp 764. 248 DM.

**Physical Pharmacy, 2nd Edition.** Alfred N. Martin, James Swarbrick and Arthur Cammarata. *Lea and Febiger.* In Great Britain from Henry Kimpton, 205 Great Portland Street, London W 1. 10 x 7 in. Pp 637. £10.10.

**World Patent Law and Practice, 2nd Cumulative Supplement** by J. W. Baxter. *Sweet & Maxwell Ltd, 11 New Fetter Lane, London EC 4.* 9 x 5½ in. £1.15.



# Council and £2,000 a year grant to School of Pharmacy

The Council of the Pharmaceutical Society, at its meeting on May 4 and 5, at 17 Bloomsbury Square, London, WC1, debated and recommended a donation of £2,000 a year to the School of Pharmacy, University of London, for the quinquennium 1972-1977. A donation of a similar amount had been made during the quinquennium 1966-1971.

Mr J. E. Balmford opposed the recommendation. The money was given mainly on sentimental grounds, he said, and suggested that the time had come to discontinue the grant.

Mr E. A. Brocklehurst expressed the hope that Council would adopt the recommendation. The link with the school was well worth maintaining. Mr A. Howells supported the recommendation.

Mr J. P. Kerr asked whether help had been given to other schools; if so, what was the size of the grant, when was it discontinued and for what reason?

The secretary and registrar said that when the school was taken over by the University of London in about 1948, the Council at that time had agreed to pay to the University for the first quinquennial period the sum of £10,000 per year. The reason for the £10,000 was that the University and Council of the day felt that the taking over of the financial responsibility of running the School of Pharmacy should not be regarded as a saving of the Society's finances.

At that time the cost of running the school was about £10,000 plus the income from fees and a grant from the University of London. For the first quinquennial period, £50,000 had been paid in annual instalments of £10,000, and at the end of that period the Council decided it would use the £10,000 to make grants to selected schools of pharmacy around the country, including the school of the University of London.

## Financing research

About £4,000 of the £10,000 each year was given to students of the Society and to pharmacists who wanted funds for further research. Over the years the money had fallen in value, and the cost of running the school of pharmacy of the University of London today approached £500,000. Whereas originally the education grant made to students had been some £150, that was no longer adequate with the fall in the value of money, and the figure was now £650.

Some three years ago it had been decided to suspend educational grants, not to make bulk awards to schools, but to use the money to increase the value and number of the named research scholarships. Trust funds which had created the scholarships produced varying income from £150 to £200 which had to be supplemented from other sources.

It had been said that the Council of 1948 regarded its grant to the school of pharmacy of the University of London as a commitment in perpetuity, but there was no written evidence to substantiate that.

There was a special relationship be-

tween the school in question and the Society. It was 129 years ago when the Council of the Society founded the school as the first school of pharmacy in Britain and only the second to be opened in the English speaking world.

Mr W. A. Beanland opposed the recommendation. He said the subject was very emotive. It had been said that the school was the Society's school. It was, but it was not any longer. It was necessary to get rid of sentiment. If the idea were carried forward it might well be that in ten years' time Council would be making a donation to the Government for the upkeep of 17 Bloomsbury Square having been thrown out of it! The school was no longer the Society's school of pharmacy, and Council should not continue indefinitely with the payment of the grant, argued Mr Beanland.

## Previous decision

Mrs E. J. M. Leigh asked whether information could be given on the decision taken by the Council in 1948.

The secretary and registrar said that the situation was reached in 1948 in which it was beyond the financial ability of the Society to maintain the school of pharmacy. There was, therefore, little alternative to closing the school. The University of London then stepped in and helped, and said they would take over the school provided they could take over the accommodation.

At that time, the Society was in a crisis and could not complete the half-completed headquarters building which was to accommodate the Society and the school of pharmacy in Brunswick Square. The building was sold to the University as part of the arrangement. If at that time the University of London had not stepped in and taken over the school, it would have had to close, and university education in pharmacy would have ended at that point in time.

Mrs Leigh asked whether the Society was under a moral obligation to pay the money.

The president replied that there was a school of thought which felt that it was and another which equally strongly refuted any such suggestion. To the best of his knowledge there was no written documentation at all. He did not want Council to feel that there was any obligation upon it today or in the future in respect of any moral considerations.

Mr C. C. B. Stevens said it was not true to suggest that if the university had not stepped in, university education in pharmacy would have ceased with the closure of the school. There were universities in the north of England giving

a good education in pharmacy and a good degree.

It was not "our school" and for most of the pharmacists in the country it never would be. The Council had a moral duty to the members of the Society. Members of Council were the trustees and administrators of their funds and fees, and therefore had a right and a duty to see that the money was spent for the benefit of pharmacists now on the register and those coming on in the future. If there was money to spare, then let it be spent on education; but all schools should be treated equally. Projects must be judged on their merits and members' money should not be given away purely for the sake of nostalgia.

Mr S. Blum said that if Council was satisfied as to the use to which the money would be put, it only depended on whether Council could afford to pay it. If it could afford to pay it, it would be wrong, in his view, for the Society to discontinue its association with a teaching institution which produced the life blood of the profession.

Mr A. G. M. Madge said he was somewhat perturbed that if the link with the school of pharmacy was not maintained, the Society would steadily lose its position as an educational body.

Mr Bannerman said he was not certain that by continuing the grant to the school of pharmacy Council would not in fact offend other schools of pharmacy.

The recommendation was adopted.

## Harrison Memorial medal

The Council agreed with the recommendation that Mr H. Burlinson should be awarded the Harrison Memorial medal, 1971.

The minutes of the Committee on a Planned Pharmaceutical Service revealed that the Health Departments are to be asked to discuss proposals in a document dealing with the provision of pharmaceutical services in areas with health centres and group practice premises.

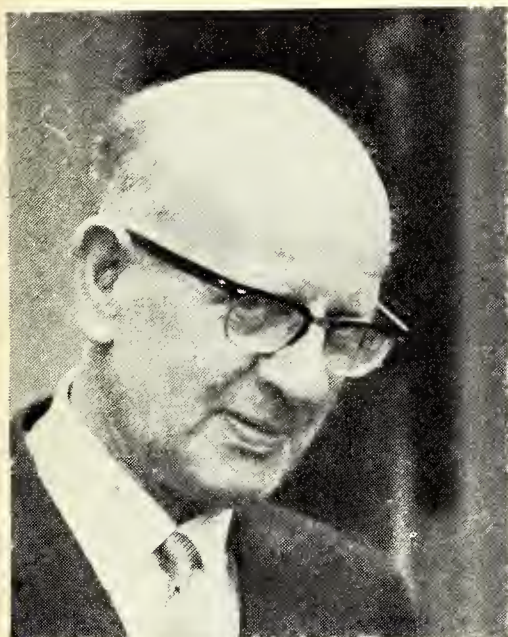
Ortho Pharmaceutical Ltd, had inquired whether there would be any objection to asking retail pharmacies to show a display out of six packs of Delfen contraceptive foam. A motion "that the product was not suitable for display" was lost. It was pointed out that there could be no objection to the company requesting the display. It was up to the individual pharmacist to decide how to handle the matter. It was decided not to object to the company's proposal.

## Warning cards for MAOI's

The Council also discussed the question of payment by the Department of Health for the issue of warning cards on monoamine oxidase inhibitors. The Council's view was reaffirmed that the Department should pay for the production of the MAOI warning cards and make suitable arrangements for their distribution.

It was agreed that the Society should pay the expenses of two representatives of the British Pharmaceutical Students' Association attending the British Pharmaceutical conference on the scale applicable to branch representatives.





## A Council farewell to E. A. Brocklehurst

Before proceeding to the business of the Council, the president told members that it was the last Council meeting that Mr E. A. Brocklehurst would be attending, as he had decided not to seek re-election. Council would wish to record its appreciation to Mr Brocklehurst for the sterling service he had given not only to the Council, but to pharmacy in general.

It could be said with safety that Mr Brocklehurst had done much for pharmacy, declared the president.

He was the Father of the Council, having been a member for 27 consecutive years and during that time he had devoted himself — dedicated himself — to the work of the Council. During that time he had been a member of every standing committee, although he had been particularly concerned with the work of the Publications Committee.

Equally, as a major interest, he had had the broader aspects of international pharmacy very much at heart. He had attended many Congresses of the FIP and he was a past-chairman of the British section of the Franco-British Commission. He was well known, well liked and well respected in many countries.

In recording their appreciation and thanks to Mr Brocklehurst for his magnificent service, the Council did so with a hope that his retirement from Council would be a long and happy one. The president said he felt certain that a man of Mr Brocklehurst's dedication to his profession would still continue to take a very active and positive interest in pharmacy.

Mr Brocklehurst thanked the president for his "very kind and all too generous" words. It did not seem all those years ago that he was being welcomed by one of Mr Darling's illustrious predecessors as a member of Council. It had been a great honour and privilege to serve on the Council for all those years, and he was grateful to the members of Council and to the members throughout the country for the privilege of serving them. It had been a very happy period of his life.

## Eyedrops storage rules modified in BPC

An extended storage time is to be allowed for most of the eyedrops included in the British Pharmaceutical Codex.

A statement approved for publication by the Council of the Pharmaceutical Society says that, whereas at present it is recommended that eye drops be discarded 14 days after the container is opened, investigations have shown that the efficacy of the recommended preservatives justifies allowing the eyedrops to be used for a longer period.

If a contaminant such as *Pseudomonas aeruginosa* is introduced re-sterilisation often takes place in less than one hour at room temperature.

It is pointed out that inadvertent introduction of organic matter by the user could prolong the survival time of a contaminating organism, but for domiciliary use the Codex Revision Committee feel that eyedrops could be used for up to one month after the container was opened.

The 14-day limit still applies to eyedrops of hydrocortisone, hydrocortisone and neomycin and prednisolone sodium phosphate.

Fluorescein eyedrops, which present a special risk should preferably be supplied in single-dose containers. Multiple dose containers must be discarded after being used on one occasion but need no longer contain a preservative.

Two amendments to the Codex have also been published one of which allows the use of rayon or combined rayon and cotton yarn in the web of absorbable ribbon gauze, the other providing a method of determining the weight of the adhesive mass for plastics self-adhesive plasters.

A supplement to the Codex incorporating these changes is being published this summer. It is effective from December, but the changes may be introduced earlier if desired.

## NI Ministry to discuss health centres

Discussions on the problems of two pharmacists in whose area doctors, operating from health centres, were to continue dispensing for certain of their patients, had been arranged with the Ministry of Health. Mr W. Gorman, secretary, told the Pharmaceutical Society of Northern Ireland's Council at its April meeting in Belfast.

In one area the pharmacists were considering providing a pharmaceutical service from a pharmacy inside the health centre. They wanted to know whether, if they provided such a service, the doctors would also be provided with a dispensary.

The secretary reported that an application had been received for the C.W. Young Scholarship from a student who wished to undertake research in Great Britain. However, the terms of the trust deed establishing the Fund permitted an

award to be made for research only at the Pharmacy Department of the Belfast College of Technology. When it was pointed out that the Pharmacy Department at the College would shortly be moved to the Queen's University and the trust deed would have to be changed Council agreed to consider the conditions for the award of the Scholarship at its next meeting.

It was agreed to nominate Messrs W. H. Boyd, G. E. McIlhagger and J. C. Wellwood as the Society's representatives on the Northern Ireland Poisons Board for the next three year period.

The president, Mr J. Paul, said that on May 6 the president, Mr Pannal, and registrar, Mr Duggan, of the South African Pharmacy Board would visit Belfast and wished to meet representatives of the Council to discuss current pharmaceutical problems and reciprocity. It was agreed that the president, vice-president and secretary should meet the visitors.

A number of matters arising out of the Medicines Act were referred to the Law Committee together with a publication, "Consultative document on the restructuring of the personal health and personal social services in National Insurance" issued by the Ministry of Health and Social Services.

Mr T. A. Gray reported on a meeting attended by representatives of the Ulster Chemist's Association, the Local Pharmaceutical Committee and the Council to consider a draft agreement and financial arrangements for pharmacists in health centre pharmacies.

It was agreed to hold a special meeting of the Society on May 6, 1971, to consider proposals for limitation of contract and rationalisation of the pharmaceutical service.

## New UCA officers

A number of changes in the officers of local branches of the Ulster Chemists' Association have been notified. They are as follows. Armagh; chairman, J. A. Boyle; Ballymena, chairman, D. McG. Dougherty; East Belfast, chairman, D. Corbett; secretary, G. McConnell, 390 Upper Newtownards Road, Belfast 4; West Belfast, chairman, P. O'D. Fox; secretary, J. Doyle, Woodbourne Pharmacy, 122 Stewartstown Road, Belfast 11; Larne, chairman, J. McFarlane; secretary, M. Lynch, 35 Upper Carncastle Road, Craigy Hill, Larne; South Derry, secretary, P. C. McGarrity, The Cross Pharmacy, Draperstown.

## SPORT

**South London and Surrey Pharmacists' Golfing Society.** The competition for the Widocks Memorial trophy held at Kingswood Golf Club on May 5 attracted a turnout of 43. Results: 1, H. E. D. Wilson (72) 39 pts; 2 G. Philp (18) 35 pts; 3, F. Jamieson (35) 35 pts. Fourteen and under handicap prize, J. Martin (7) 34 pts; fifteen and over handicap prize, D. Hobern (18) 34 pts. Special prize, R. E. Hedges (7) 34 pts. Best score on first nine holes P. Fernandez (13) 20 pts; on last nine J. Turner (21) 17 pts. Visitors prizes, 1, W. Butt (11) 39 pts; 2, C. Poulton (4) 38 pts.



# MARKET NEWS

## No break seen in honey famine

London, May 12: Importers of honey for manufacturing purposes continue to be hard pressed to find supplies and when successful they meet steadily rising prices. Canadian is up by £1.15 cwt and Australian amber by £0.25. A parcel of hand-picked Alexandria senna pods was on offer on the spot, but after an absence of supplies in the market lasting several months, buyers were not interested. Dearer were gentian root, pepper and Brazilian menthol, while those items which were easier included turmeric. Costa Rican ipecacuanha and senega. Dearer in essential oils were Ceylon citronella at £1 kg spot and Brazilian peppermint at £2.20. Lower were palmarosa at £9.75 kg spot and Mysore sandalwood at £13.25.

### Pharmaceutical chemicals

**Acetic acid:** In 12-ton lots, delivered, per metric ton, BPC glacial £87.50; 90.5 percent technical £81; 80 per cent grades pure £76.50; technical £69.50. **Amylobarbitone:** 5-kg £3.59 kg; sodium £4.15. **Atropine:** (500-kg lots per kg) alkaloid and methonitrate £65.20; methylbromide £64.20; sulphate £52.90. **Barbitone:** 50-kg lots £2.60 kg; sodium £2.60. **Benzoic acid:** One-metric ton lots £30.42 kg. **Bismuth salts:** per kg.

Quantity (kg)	under 50	50	250
£	£	£	£
carbonate	6.95	6.75	6.70
salicylate	5.50	5.30	—
subgallate	5.70	5.50	—
subnitrate	6.20	6.00	5.95

**Borax:** BP grades, 1,000-kg in paper bags delivered; granular £75, crystals £100; powder £82; extra fine powder £86. Technical grades less £20 per 1,000 kg. **Boric acid:** BP grade per 1,000-kg; granular £99; crystals £140; powder £110; extra-fine powder £114 in paper bags, carriage paid. Technical is £20 per 1,000 kg less than BP grades.

**Bromides:** Crystals (£ per kg): **Butabarbital:** 5-kg £5.63 kg; sodium £6.25. **Butobarbitone:** £4.68 kg for 5-kg lots. **Cantharidin:** £75 per 100 g. **Cinchocaine hydrochloride:** £42.50 kg. **Citric acid:** BP granular hydrous per metric ton 50-kg lots, £321; 250-kg £310; 1,000-kg £299. Anhydrous £345, £333, £321 respectively. Premium for powder £10. **Cocaine:** Alkaloid £222 kg; hydrochloride £202.75 Subject to DDA Regulations. **Cyclobarbitone:** 5-kg lots £4 kg; calcium £4. **Ergometrine maleate:** (Per g) 5g £9.41; £9.06. **Gallic acid:** 1,000-kg lots £1.59 kg. **Guaiaecol salicylate:** £1.40 kg for 250-kg lots. **Homatropine:** (500-g) Alkaloid £59.10 kg, hydrobromide £46.75; hydrochloride £55.30; methylbromide £48.65; sulphate £57.25. **Hydrocortisone:** Acetate or alcohol 5s (£0.25) g.

Hypophosphites: Per kg	12.5 kg	50 kg
£	£	£
Calcium	1.14	1.02½
Iron	2.34½	2.26½
Magnesium	1.98	1.02½
Potassium	1.57	1.45
Sodium	1.27½	1.17½

**Hyoscine hydrobromide:** £314.25 kg. **Hyoscyamine sulphate:** per kg. **Iodides:** (Per kg) Potassium £2.16 (50-kg lots) £2.14 (250-kg); sodium £2.75 (50-kg). **Iodine:** (kg) Resublimed £2.87 (50-kg); £2.85 (250-kg). **Iron ammonium sulphate:** 250-kg £180 per metric ton.

**Kaolin:** BP £62 per 1000-kg. **Mercurochrome:** £7.25 per kg. **Mercury salts:** Per kg in 50-kg lots and over; ammoniated powder £6.45; perchloride £5.40; subchloride £6.70; oxides, yellow £7.55; and red £7.30. **Mersalyl:** Acid £13.75 per kg; sodium £16.75. **Methadone hydrochloride:** Subject to D.D.A. regulations £0.15 per g for 100-g lots. **Methyl salicylate:** Per metric ton in 5-ton lot £425; 1-ton £430; ½-ton £435. **Narcotine:** Alkaloid and hydrochloride £13 kg. **Oleic acid:** BP is £206.70 per metric ton delivered. **Oxalic acid:** 20-ton lots about £170 metric ton. **Paracetamol:** 1,000-kg lots £1.11½ kg; 10,000 kg £1.06½ kg. **Pentobarbitone:** 5-kg lots £4.76 kg for acid and £5.05 for sodium. **Pethidine hydrochloride:** Subject to D.D.A. regulations 100-g lots are £29.75 kg. **Phenitone:** 25-kg lots £3.93. **Phenobarbitone:** 50-kg lots £3.60 per kg; sodium £4.10. **Phthalylsulphathiazole:** 50-kg lots £1.90. **Pyrogallal acid:** Photo crystals 200-kg lots £4.73 kg. **Quinalbarbitone:** Sodium and acid £5.15 per kg for 25-kg lots. **Salicylic acid:** Per metric ton 5-ton lots £405; 1-ton £425; 250-kg £470. **Salicylamide:** Per metric ton in 5-ton lots £700; 1-ton £710; ½-ton £720. **Strychnine:** (kg) alkaloid £12.25; sulphate and hydrochloride £10.50. **Succinylsulphathiazole:** 50-kg lots £2.70 kg. **Sulphacetamide:** Sodium BP £2.98 kg. **Sulphadiazine:** (per kg), 25-kg £3.78; 50-kg £3.65. **Sulphadimidine:** 250-kg lots 3.34 kg; sodium £3.44. **Sulphaguanidine:** BPC in 250-kg lots £2.13 kg. **Sulphamerazine:** in 50-kg lots £3.12½ per kg. **Sulphamethizole:** BP 50-kg £4 per kg. **Sulphanilamide:** 50-kg lots £1.03 kg. **Sulphaquinoxaline:** B Vet C in 50-kg lots, acid 4.07½ kg; sodium £4.50. **Sulphathiazole:** 100-kg £2.025 per kg; 50-kg £2.07½. **Tannic acid:** 500-kg fluffy £1.29 kg; powder £1.27. **Tartaric acid:** (Per metric ton) 50-kg lots £422; 250-kg £417; £408 ton.

### Crude drugs

**Aconite:** *Napellus:* £1,250 metric ton, cif. **Agar:** (lb) Kobe No 1 £0.85, cif; European £0.73. **Aloes:** (metric ton) Cape primes £250; £235, cif Curacao £800; £775, cif. **Balsams:** (lb) Canada: £1.75 spot; £1.72½, cif. **Copaiba:** BPC £0.60; Para soluble £0.40. **Peru:** £1; £0.95, cif for shipment. **Tolu:** BP £0.70. **Belladonna:** Leaves £0.16 lb spot, £0.15, cif; herb £0.11 spot, £0.09, cif; root £0.09, spot; £0.08½, cif. **Benzooin:** Scarce on spot; Shipment £42-£48 cwt, cif. **Buchu:** rounds £1.45 lb spot; shipment £1.35, cif. **Camphor:** BP powder £1.45 kg spot; £1.30, cif Ceylon £1.60, cif. Prime seeds £1.60, cif. **Cardamoms:** (Per lb cif) Alleppy greens No. 1, £1; prime seeds £1.30. **Cascara:** spot £19 cwt; £18.25, cif. **Cassia:** *Lignea* broken £420 long ton, cif; whole £425, cif. **Cherry bark:** spot £0.16½ lb; £0.16, cif. **Chillies:** Zanzibar £459 long ton spot. **Cinnamon:** Seychelles bark £265 long ton, cif Ceylon quills four O's £828.80; quillings £336. **Cloves:** Zanzibar £0.79½ lb, cif. **Cochineal:** Tenerife black-brilliant £6.05 kg spot. Peruvian silver grey £5.06. **Cocillana:** Spot £0.35 lb. **Colocynth pulp:** Spot £0.30 lb. **Dandelion:** Root £540 metric ton spot; £520, cif. **Ergot:** Nominal. **Gentian:** Root £480 per metric ton spot; £465, cif. **Gums:** (Per cwt) **Acacia:** Kordofan cleaned sorts £14.50 spot; £13.30, cif. **Karaya:** No 2 faq £23 spot. **Tragacanth:** No. 1 spot £300, No. 2 £270. **Ginger:** (long ton) Cochin £360, cif Jamaica No 3 £920, cif. Nigerian peeled £410, cif; split £300, cif. **Ipecacuanha:** Matto Grosso £3.30 lb spot; £3.20, cif Costa Rican £3.20 and £3.05, cif. **Honey:** (Per cwt ex store). Australian light amber £9.50, medium amber nominal, Canadian £12.15 Mexican not quoted; Chinese £9.50. **Hydrastis:** £1.42½ lb spot; £1.40, cif. **Hyoscyamus:** *Niger*, spot nominal. **Jalap:** Mexican 15%, resin £0.50 spot; £0.42, cif. **Kola nuts:** African halves £85 metric ton spot.

**Lanolin:** Anhydrous BP minimum 1000 kg £340-£375 per metric ton as to grade. Wool alcohols BP, minimum 50 kg £880 metric ton. **Lemon peel:** Spot £0.13½ lb; £0.13, cif. **Liquorice root:** Chinese £85 metric ton, cif. **Lycopodium:** Indian £2.40 lb spot; £2.10, cif. **Mace:** Grenada, unassorted £0.35 lb, cif. **Menthol:** (kg) Chinese spot £6.72; shipment £6.66, cif Brazilian spot £5.50; £5.45, cif. **Mercury:** Spot £212 per flask of 78 lb. **Nutmegs:** (Per lb). West Indian ex wharf: 80's £0.31; 110's £0.19 East Indian unquoted. **Nux vomica:** (cif) Ceylon £4 cwt; Saigon £7.75. **Pepper:** (long ton) Sarawak white £450 spot; £435, cif; black £420; £365, cif. **Pimento:** Spot £800 ton, fob. **Podophyllum:** Nominal. **Quillaia:** £310 metric ton spot; £275, cif. **Rhubarb:** From £0.30 to £1.50 lb. **Saffron:** Mancha superior £65 kg. **Sarsaparilla:** Nominal. **Seeds:** (long ton) **Anise:** China star £175, cif. Spanish green £247.50 spot. **Caraway:** Dutch ex wharf £300. **Celery:** Indian £370 spot; £300, cif. **Coriander:** Rumanian split £72.50 metric ton, cif; Moroccan £87 long ton, £77.50, cif. **Cumin:** Syrian £270 spot. **Dill:** £140 spot, cif. **Fennel:** Chinese £105, cif. (metric ton). **Fenugreek:** Moroccan £60, cif. **Mustard:** £3-£6 spot. **Turmeric:** Madras finger spot, £180 ton; £117.50, cif. **Senega:** Canadian spot £1.55 lb. Japanese £1.65 kg. spot and cif. **Senna:** (lb) Tinnevely No. 3 faq leaves £0.08; pods, hand-picked £0.11½; manufacturing £0.08½; Alexandria h/p £0.66 ex wharf; manufacturing £0.17½-£0.19. **Squill:** White nominal, spot and cif. **Styrax:** £1.15 spot; £1.12½, cif. **Tonquin beans:** Para £0.37 lb spot; £0.32, cif. **Valerian:** (metric ton) Continental £270; £260, cif. Indian £220 spot; £210, cif. **Waxes:** (long ton) **Bees'** £720, cif. **Candelilla:** £570 spot; £550, cif. **Carnauba:** fatty-grey £410; £375, cif; prime yellow, £610; £545, cif.

## COMING EVENTS

### Tuesday May 18

**Bournemouth, Poole and East Dorset Branch, National Pharmaceutical Union,** Postgraduate Medical Centre, Palmerston Road, Bournemouth, at 7.30 pm. Annual meeting.

**Isle of Thanet Branch, Pharmaceutical Society,** Endcliffe hotel, Cliftonville, at 7.45 pm. Illustrated talk on "World Wild Life Association."

**West Kent Branch, Pharmaceutical Society,** Wellcome Research Laboratories, Langley Court, Beckenham, at 8 pm. Annual meeting.

### Wednesday May 19

**Society for Drug Research,** 17 Bloomsbury Square, London, WC 1, at 2.30 pm. Symposium on "Horizons in drug research."

### Thursday May 20

**South Lincolnshire Branch, Pharmaceutical Society,** Westland Hall, Boston General Hospital, at 7.30 pm. Burroughs Wellcome film: "Neuromuscular block."

### Friday May 21

**South West Metropolitan Branch, Pharmaceutical Society,** Alexander hotel, London, SW 4, at 8 pm. Annual meeting.

### Advance Information

**Wessex Region, Pharmaceutical Society,** Polygon hotel, Southampton, at 7 pm on October 27. Regional conference on pharmacy management. (Note changed date.)

**Commonwealth Pharmaceutical Association,** Victorian College of Pharmacy, Melbourne, Australia, February 20-26, 1972. First conference. Incorporates the 25th conference of the Pharmaceutical Association of Australia. Inquiries to: The Secretary, Commonwealth Pharmaceutical Association, 17 Bloomsbury Square, London WC1A 2NN.





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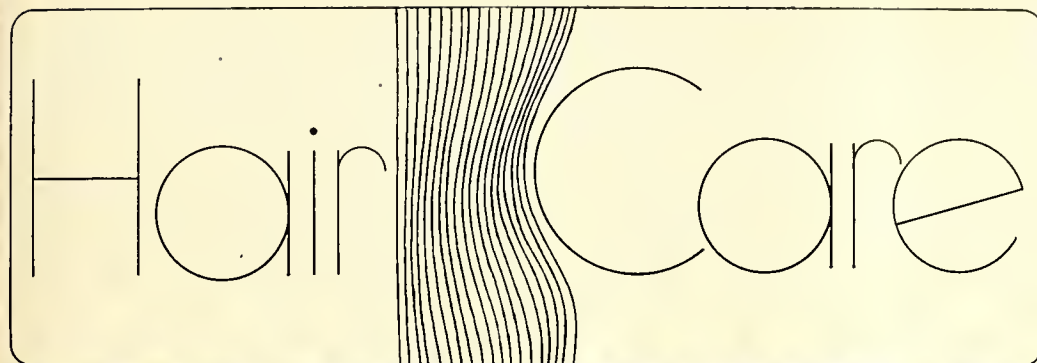
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# HAIR TODAY AND TOMORROW

By Ben Godbolt, marketing manager, Fisons Pharmaceuticals Ltd.

Most people are judged or judge others by a first visual impression, so a woman's hair takes on an importance that reaches beyond what nature could have intended, in this age of moon walks and computers. That importance is not connected with hair length, but more with the impression of cleanliness and grooming that hair provides. Hence the dominant role of hair care products in the consumer market.

The significance has long been recognised by the makers of toiletries who spend a great deal of time and money on research to provide what the consumer wants. The research is essential, especially when one considers just how many women are now applying chemicals for tinting and perming their hair in their own homes. That the research is becoming more successful can be seen in that gradually fewer people actually cause damage while using the chemicals.

Without this high level of success, there would be far more cases of harm, as there were in the 1930's when women tried to create Jean Harlow hairstyles with ordinary bleaching agents. Nevertheless, even the few who manage to make problems for themselves still find they suffer for many weeks and months as they wait for their hair to grow out.

Self-inflicted troubles apart, two of the biggest problems faced by both men and women are caused simply by the way we all now live. The tensions and strains of modern living often lead to general tiredness and lack of good health, and these soon show in the condition of the hair and scalp. Most people, at one time or another, have been made aware of excessively dry hair and scalp or the very greasy scalp caused simply by being in or near any town or city.

In the past, treatment for dry hair was provided with the use of an oil, while greasy hair was treated by applications of various spirit lotions or frequent washing. Neither method was entirely acceptable to women, so more effective treatments have been developed over the past few years.

For dry hair, Fisons Pharmaceuticals developed Vitapointe hair conditioner which is now recommended by hair specialists because of its high performance in the treatment and care of hair.

It is also recognised by many women as an essential beauty aid, not least because they have recognised Vitapointe's economy of use. It must be one of the few beauty aids and hair treatments that states very clearly in the packaging instructions "Do not use in excess, a small amount gives the best results."

Although many people suffer with dry hair, they join ranks with all others over the problems caused by scalp scurfiness and dandruff. Two of the biggest causes of this type of condition are poor eating habits and metabolic problems. The condition when bad enough to require a completely medicated shampoo can be controlled effectively by using Sebbix liquid medicated when ordinary shampoos will not get to the root of the problem. To meet the demands of these sufferers of light dandruff problems Fisons have developed Sebbix herb shampoo.

Sebbix herb shampoo is unique in that it includes the fragrance and oils of seven

herbs in a mildly medicated base. This use of arnica, nettle, cinchona, birch, horsetails, comomile and fennel, apart from providing an effective treatment, also gives the retailer a sales advantage at a time when many consumers are showing an increasing interest in natural methods of treatment.

Herbal cures are often scoffed at — they are regarded as old wives' tales or an inefficient method of obtaining whatever beneficial ingredients the herbs may contain — but that there is a consumer demand cannot be denied. Sales prove that there are many users who must consider that the Sebbix herb shampoo is treating their hair and scalp problems, while the herbal ingredients add to the overall effectiveness of the shampoo.

Since fashion gave way on the once-obligatory hat for women, there has been an increase in the demand for hair pieces and full fashion wigs. Although a recent survey has shown that once women own wigs they grow dissatisfied and stop wearing them, both hair pieces and wigs continue to sell. The usual reason for owning one or more of these is that they provide a useful accessory on those occasions when a woman cannot get to a hairdresser or when she wishes to cover her hair without the necessity of wearing a hat.

In the short term, both wigs and hair pieces serve an excellent purpose but it has been proved that constant use does harm both the natural hair and scalp. This damage is due to the excessive perspiring that is experienced, which in turn leads to dryness and brittle ends of the wearer's own hair.

Here, as with the many women who want to achieve that "natural look" which is so much a part of today's fashions, Fisons have produced the Vitapointe cream rinse to solve many of the problems found by women. Cream rinse is an after-shampoo treatment which gives the hair body while at the same time making it soft and manageable.

By continuous research Fisons aim to provide consumers with the hair care products they need, while the retailer gets the benefits of sales to meet the demands created by full promotional and advertising programmes.



This layer cut style was achieved using all Vitapointe products for bleached hair — creme shampoo, alternating with herb shampoo, followed by creme rinse and soft set hairspray



# THE PROFESSIONALS: WELLA AND THE CHEMIST

"Appeal to them to exploit their greatest asset—their professional know-how." That's how Mr O. H. Graulich, managing director of Wella (Gt Britain) Ltd, replied when we asked what advice he had for chemists fighting the competition of supermarkets. And Wella certainly cannot be accused of hypocrisy on this score. For 90 years their international reputation has been based on satisfying the exacting demands of the artistic, yet very level-headed, professional hairdresser.

Wella in Great Britain is backed by an organisation which markets hair cosmetics in more than 120 countries and manufactures in more than 50. The founder, Franz Strocher, originally registered a business for the manufacture of wigs in 1880. One of his sons, Karl, now in his 81st year, is currently the senior chairman of the international company based in Darmstadt, Western Germany. Here, in what is probably the world's largest laboratory devoted to hair care, fundamental research is carried out, resulting in products which over the years have become indispensable to the hairdresser.

In the UK, Wella is now the leading company in the hairdressing field upon which they concentrated solely until 1968, when they decided to branch out into the retail market.

The marketing and administrative headquarters are in Basingstoke, Hampshire, and manufacturing is carried out by Wella's E.M. Manufacturing Company in South Wales. An efficient distribution network serves chemists and hairdressers throughout the country, providing delivery with their own fleet of vans within one-three days of ordering. We understand that in addition to the in-store services offered by the Wella consultants, the facilities of Wella's four tuition studios (for hairdressing staff training) may also be made available for chemists' sales staff.

In a continuously growing market which is currently valued at over £50 million at retail prices, Mr Graulich offers a formula for success to the chemist. "We should all concentrate on doing what we are best at doing," he says. "The chemist is respected as a 'professional'—someone whose advice the public will trust. In our field Wella are also professionals. We can, therefore, identify ourselves with the chemist and co-operate with him in fulfilling the growing demand for specialist products."

By "up-trading" in quality, image and price Wella have deliberately placed their range in the quality cosmetic market. They emphasise that like beauty products, sales of hair cosmetics demand individual and personal service—something chemists are admirably qualified to give. "Chemists should not be tempted to swing too far over to self-service—they can never beat

the supermarkets at their own game," Mr Graulich steadfastly maintains.

Personal service means advice — not "sales talk" but real help and guidance for the customer, based on sound product knowledge. This is why Wella are concentrating on asking chemists to allow the company's consultants to talk to staff so that they have confidence in making recommendations.

This investment in personal service is only worthwhile of course if the quality of the products warrants it. This is where Wella's "up-trading" policy pays off. Put a high quality hair care product on the shelf with cheaper lines and one would expect the dearer product not to sell. However, Wella quote Herbal Creme Rinse as a good example of a high quality product selling extremely well whilst surrounded by cheaper competition. The sister product Lemon Creme Rinse, launched only in January this year, met with even greater success.

To complete the "success formula," Wella rate point-of-sale display and merchandising very highly. By all means include supermarket lines on your shelves,

they say, but be sure to reserve the prime sites in your shop for the top manufacturers' products and show material. Also make sure that a comprehensive range is on display. In this way, the public are naturally drawn towards the attractively packaged top lines and are all the more inclined to spend that little bit extra.

One of the recent examples of applying the Wella success formula is the introduction of the new Wella Spray.

Other companies have recently introduced an unperfumed version of their hairsprays, explaining that some women find that the standard perfume clashes with their favourite fragrance. Wella, however, still believe in a light, rather exclusive perfume evoking "sweet, clean hair." The advertising quotes new Wella Spray as having "A pleasant new perfume that is subtle enough not to clash with the one you wear." The new pack reflects the more feminine and cosmetic approach and the finer spray characteristics give a light, yet firm and uniform hold. The initial evaluation—"A fantastic success."

Success is guaranteed, Wella claim, when the professionals join forces.





NEW FROM  
**wella**  
**Herbal**  
CREME  
RINSE  
THE NATURAL CONDITIONER  
FOR YOUR HAIR



SINGLE TREATMENT SACHET UP TO 10 TREATMENT BOTTLE



New from wella  
**Lemon**  
CREME  
RINSE  
Makes hair silky, shining  
and manageable.  
Ideal for greasy  
hair.

NEW from Wella!  
**Lemon Creme Rinse**  
Makes hair silky, shining and manageable.  
Ideal for greasy hair.



## PHILIPS OFFER EFFORTLESS BRUSHING



With fashion trends changing at such a rapid pace, hair plays an all-important role in the total co-ordinated look and must be shiny, healthy and bouncing to do justice to a woman's appearance.

Hair is under constant attack from air pollution and consequently requires the same care and attention given to the face. As washing the hair daily is out of the question, one of the most efficient remedies to help hair breathe and to massage the scalp is frequent and careful brushing — but brushing by hand is a tiring and tedious task if it is to be done as often as required.

To answer this problem, Philips Electrical have introduced a new electric hairbrush with two mobile brushes — the first appliance of its kind in Britain. The hairbrush untangles hair without "breaking" or pulling; it massages and cleanses the scalp aiding in the circulation of blood and the combat of scalp diseases; it distributes evenly dry shampoos and eliminates any traces of lacquer.

The hairbrush also "works wonders" on wigs and hairpieces which are often more delicate than natural hair and have a tendency to "bald" if not treated carefully.

The hairbrush is provided with two sets of detachable brushes — one soft, the other harder — which can be interchanged and washed as frequently as required. The brushes work on a "to-and-fro" basis, stimulating the scalp and keeping it soft and supple. Price of the brush is £5.25. (Philips Electrical Ltd, Century House, Shaftesbury Avenue, London WC2).



# SHAMPOO THAT 'REPAIRS' DAMAGED HAIR

The primary function of any shampoo is to clean the hair and scalp, while at the same time, leaving the hair looking attractive and easily manageable. To facilitate this process, most leading shampoo manufacturers give users a choice of products, offering one to suit the needs of each basic hair type.

For example, cream shampoos replace the oils taken out by the shampooing action on dry hair, while lemon shampoos help combat surplus oil in greasy hair.

But even though today's shampoos keep our heads cleaner and healthier than those of any other generation, major manufacturers of shampoos, like Reckitt & Colman Toiletries Division, who market the Supersoft range, are still spending a great amount of time, effort and money on research to produce new ingredients to aid hair care.

One such new ingredient—and one which proved to have hidden benefits — is Loraderm, recently introduced into the Supersoft range of shampoos. Although the fact is not widely publicised, the range is the only one on the market to contain this ingredient, which virtually eliminates the common problem of hair becoming unmanageable after washing. Loraderm, say Reckitts, is "quite definitely a unique and revolutionary substance."

What, exactly, is Loraderm—or more correctly Loraderm SB/Lan/5—and how does it help care for the hair? Basically it is a derivative of lanolin. Like other lanolin-based substances, Loraderm restores to the outer layer of the hair follicle the natural oils lost through the cleansing action of the shampoo. It coats each hair, individually, and smooths the roughened surface, making the hair easily manageable and looking in the peak of condition.

Making the hair look good and making it more easily manageable is, however, only part of the story. It is the substance's "repairing" and protection qualities which are the most interesting, and these only became apparent when Reckitt & Colman chemists put Loraderm-treated hair under the electron microscope.

For this test, a sample of hair was taken which had been bleached and had not been professionally cared for on a regular basis. In this way, a specimen was obtained which could reasonably be assumed to be severely damaged. The first close-up photograph taken through the microscope shows that this was in fact the case. This hair strand was then washed in Supersoft Beauty shampoo, rinsed, allowed to dry and then re-examined.

The "after-treatment" photographs illustrate clearly that the hair shaft has retained an overall coating of Loraderm, giving a cosmetic sheen and providing

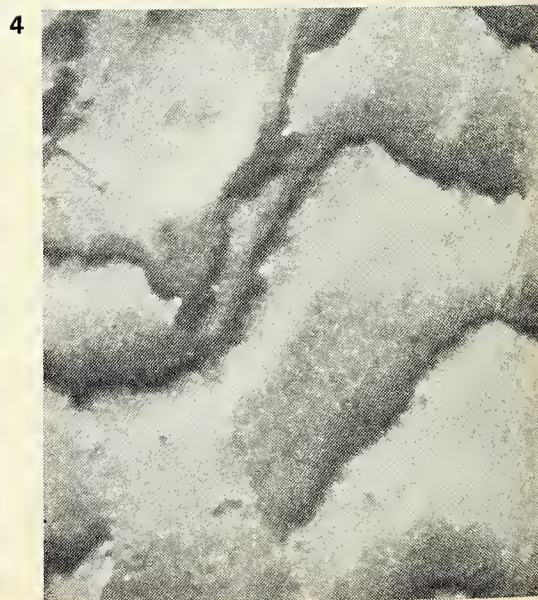
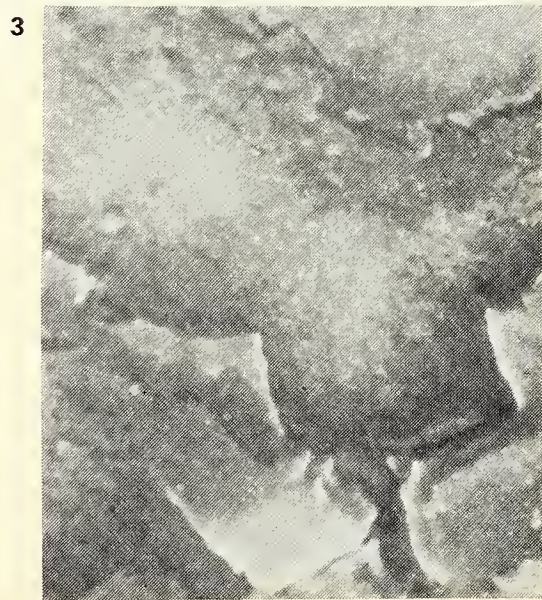
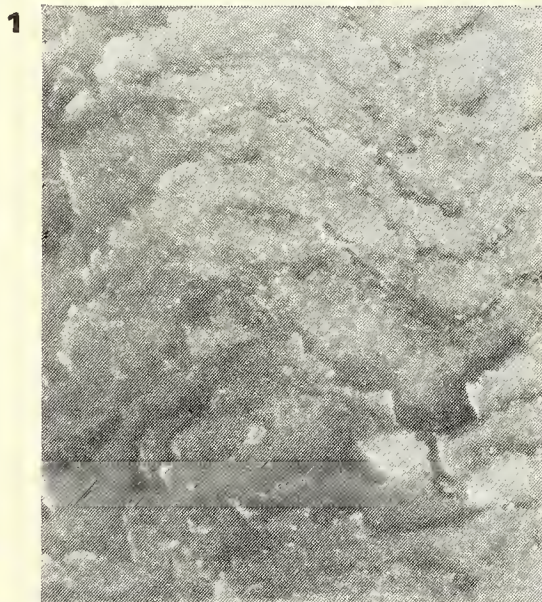
manageability. Close-up magnification, however, shows that where scale had been severely damaged and had broken away, Loraderm deposits had, in effect, filled the gap and had provided a smooth overall hair shaft surface which would protect against further damage occurring between shampoos.

In each type of Supersoft shampoo, the quantity of Loraderm is varied to suit the type of hair for which the shampoo has been designed. The greater the need to protect the hair from denaturation, the greater the quantity of Loraderm in the formula. For example, beauty shampoo, for normal hair, contains 0.5 per cent, lemon shampoo, for greasy hair, contains only 0.2 per cent.

A useful feature of the Loraderm action is that it overcomes the problems that could arise from too frequent hair washing, since it prevents any "drying out" of

the hair—a selling point with summer on its way and the need, often, for almost daily shampooing after swimming.

1. A hair ( $\times 1,100$ ) damaged by chemicals in the atmosphere and the effects of bleaching. The scales can be seen breaking up when the hair is viewed by electron microscopy
2. The same damaged hair after washing with Supersoft beauty shampoo. Loraderm has coated the hair, leaving it smooth and restoring lustre
3. A portion of the damaged hair at higher magnification ( $\times 3,300$ ) showing more clearly how pieces of scale can break away
4. A closer view (also  $\times 3,300$ ) of the "repair" effected by Loraderm





# 8 BOTTLES THAT SPELL PROFIT FOR YOU

**1½ P. OFF  
STANDARD  
SIZE\***



**3 P. OFF  
ECONOMY  
SIZE\***

**Stock this offer  
before someone else does**

**\* Plus trade Bonus**



# great products...po you



## NEW WELLA SPRAY

Everything, but everything, is new. Packaging. Perfume. Hold, and ease of brushing out. This stunningly attractive presentation simply must help your efforts to trade up your hair spray business.



## LEMON CREME RINSE

Lemon Creme Rinse is the logical result of the fantastic success of Herbal Creme Rinse. Lemon Creme Rinse is an excellent conditioner for all types of hair. Girls with greasy hair will find it especially beneficial. Backed with powerful advertising, Lemon Creme Rinse will increase still further your profits from the booming market for conditioners.

## ADVERTISING

\* 1971 will be Wella's biggest yet. Biggest in sales — biggest in advertising. All products, including our men's range, will be heavily promoted. There's full, national T.V. from March to October with strong press and full-page, full colour, magazine campaigns starting in February. Are you taking full advantage of this powerful Wella advertising?



# Powerful advertising... must win with Wella



## COLOR SET

We've just introduced three lovely new shades to the range — Beige Rose, Beige Blonde and Oyster Grey. The launch is supported by superb display material and magazine ads.



## HERBAL CREME RINSE

Launched early in 1970 Herbal Creme Rinse quickly became a run-away best seller. The beautiful packs just ask to be picked up and bought. And the best thing is that many girls now consider Herbal Creme Rinse to be an important part of their *weekly* hair wash! So they keep coming back for more . . . and more.



**Wella—we know about hair.**



# MEGGIE WIGS

... are a wonderful line  
for the modern CHEMIST!



"MEGGIE WIGS" are manufactured from the latest man-made hair fibres. As lustrous as real hair, and can be washed in luke warm water, rinsed, and left to dry at room temperature. The style and silky texture will last even with excessive wear. Every model comes complete with a modern head-stand in the elegant display box with outer wrapper as illustrated here.

## THEY COME READY-WRAPPED



## COMPLETE WITH HEAD!



*Send for full details of the complete range and exciting colours they're all available in, now—to:-*



### INTER-ALIA PHARMACEUTICAL

SERVICES LTD. (Meggie Wig Division)

Raphael House, 226 High Street North, London E.6.

Phone: 01-552 4344/7.

Cables: Intalpharm London E.6.



# ELIDA-GIBBS VIEW THE MARKET

Elida-Gibbs Ltd, a new name in hair care from May 1, is the culmination of a five-year plan to give Gibbs Proprietaries more strength outside its massive share of the toothpaste market—to become a more broadly-based toiletries company.

The Elida company, founded with this purpose in 1965, has had a startling success, claiming to lead the total hair care market with at least three brand leaders—Sunsilk shampoo, Sunsilk hairspray and Cream Silk conditioner. The move brings the UK company, a subsidiary of Unilever Ltd, into line with its sister companies overseas.

In the shampoo market, the chemists' share is now approximately 30 per cent, say Elida-Gibbs. In 1970 this produced a turnover of some £4½ million at retail selling price and with pre-tax profit levels running at 26 per cent, the net trading profit for the chemists from this lucrative market exceeded £1 million. By any standards, this is a valuable market, but unlike the hairsprays, there is no great domination by two or three brands. In the chemist sector, eight major brands account for 45 per cent of the market; Elida claim their Sunsilk is brand leader with an 11 per cent share, 3 per cent more than its nearest competitor.

## Similarity to cosmetics

Women's attitudes towards shampoos are closely akin to cosmetics; the appearance, the feel and manageability of their hair reflects their femininity, mood and health. Elida therefore offer the consumer the choice of shampoos containing special ingredients such as herbs, olive oil or lemon extract specially formulated to suit particular needs. Sunsilk was the first to provide a range of variants for different hair types, and since its re-launch in September 1970, when the range was given a new look in the form of a pear-shaped bottle and ultra-feminine packaging, its sales have gone from strength to strength.

At its re-launch, Sunsilk shampoo had several important improvements as well, the main one being the introduction of Sunsilk egg protein cream shampoo for dry hair. Since then sales of this new variant have far exceeded the high target set for it by Elida. Sunsilk shampoo with olive oil for normal hair had a new perfume, and Sunsilk natural lemon shampoo for greasy hair had extra lathering properties to deep cleanse even the most greasy hair, as well as a new lemon perfume.

In 1970, the hairspray market was worth £12 million at manufacturers' prices and at a 10 per cent sterling annual growth rate, the potential size of the hair spray market is considerable as still only 50 per cent of women use a hairspray. The market is again led by Sunsilk and the Odham's Survey in 1970 showed that

it has the greatest degree of popularity in the age group 13-34, and the highest usage in the Midlands up to Scotland. Since its re-launch in July, 1970, Sunsilk leapt to market leadership with a 25 per cent share by redefining its brand in the market as a more cosmetic rather than functional product; "taking it out of the bathroom and into the bedroom."

Just as more women are using a shampoo especially formulated to suit their type of hair, so there is a growing awareness of the need for a hairspray which, in addition to holding hair in style, has qualities which suit the different types and conditions of hair. Again Sunsilk claims to be the first to offer three variants for dry, greasy and normal hair.

The total hair conditioner market, worth at present about £3 million at retail selling price, will become, in the next five years, a major market. Elida say that one out of two women claims she has a hair problem, and whether her hair is dry, normal or greasy, a hair conditioner is

frequently what she turns to. Yet the market potential is still there, as only 28 per cent of women aged between 13 and 64 use a conditioner.

Those who do use a conditioner find themselves confronted with a mass of brands of different types, methods of use and product promises. There are the conditioning creams which are specifically dry application creams, and there are the cream rinses.

As cream rinses are modern, younger in appeal, simple and quick to use, and their lotion formulation is suitable for women with all types of hair, they are rapidly increasing their hold on the conditioner market. They now have 50 per cent of the market, increasing at a rate of 20 per cent to 30 per cent per annum. Of the cream rinse section, Elida's Cream Silk is brand leader.

The latest hairspray to be launched by Elida was Harmony at the beginning of the year. Harmony is an entirely new approach to hairsprays in that it is designed to cope with different textures of hair rather than conditions of hair. The result was a spray for fine, normal and difficult hair. Market research has shown that Harmony hairspray already has a 6 per cent share of the total market after only two months, and it is estimated by the company that this will reach 15 per cent well before the end of the year.

## POLY LADY: a touch of professionalism

A new range of home hair care products designed for women who are used to the results they expect from a professional hairdresser, is being launched by Poly on June 1.

Poly Lady, already test marketed successfully in the Midlands, comprises four preparations—shampoo-in permanent colourant, hairspray, permanent wave and setting lotion—each designed to give the non-professional the opportunity to get results.

The colourant (£0.67) is in 10 shades. Each pack contains a tube of cream and developer in an applicator bottle, together with a pair of plastic gloves. By using the shampoo-in technique, root retouching is made unnecessary, because the colourant shampoo can be repeated on regrowth.

The hairspray (250 g aerosol, £0.80) is described as "long life," non-sticky, non-greasy, and with a perfume that does not "linger" to clash with the one being worn.

Poly Lady permanent wave (£0.49) gives a home perm and set in one operation, using rollers. The kit contains waving lotion, neutraliser, applicator bottle and end papers. Suitable for short to medium length hair, including colour-treated or mildly bleached.

Finally, the setting lotion (£0.19), available in natural, ash and silver, is a plasticised lotion for a long-lasting set. Besides setting, the lotion thickens the hair; especially suitable for hard-to-hold hair.





# PROMOTIONS AND

## Twice-as-Lasting offer

During May and June, Roja of Paris are offering sets of Lady Jayne quick-set curlers as a self-liquidating consumer promotion. All purchasers of Twice-as-Lasting hairset will have the chance to buy a set of the heat retaining rollers for 15p plus four ceps from the small bottle of Twice-as-Lasting, or one cep off the large bottle. During the promotional period there is a bonus of free goods on Twice-as-Lasting orders and attractive display units are available, holding leaflets that announce the offer. One of the units is pictured opposite.

Full-colour, whole page advertising will feature in *My Weekly*, *She*, *People's Friend*, *Annabel*, *19*, *Woman's Own* and *Living*. The campaign will run until December. (Golden Ltd, Berkeley Square House, Berkeley Square, London W1.)

## Hiltone takes major share

Hiltone Shaders, the shampoo-in-toner for blondes, are reported to have gained a major share of the market since their national introduction last summer. And special trade discounts, heavy Press advertising support plus new point-of-sale aids for retailers, now available, are designed to give additional impetus. See merchandiser pictured opposite.)

In addition to a nearly 20 per cent share of all colourant packs sold by retailers, Hiltone Shaders have achieved a 5 per cent share of shampoo sterling sales through chemists. The brand, in chemists, therefore, ranks next in importance to the well-established leaders, Silvrskin, Vosene, Sunsilk and Supersoft.

Heavy advertising is currently appearing in *Woman's Own*, *Family Circle* and

*Honey*, and from June onwards additional women's magazines, *Woman*, *Honey*, *19* and *Vogue* will carry colour advertisements. Suitable for counter tops and some shelf displays is a new gold finish dispenser with an attractive clip-in full colour showcard, designed to stimulate high impulse sales. (Beecham Toiletry Division, Beecham House, Brentford, Middlesex.)

## Brylcreem 'World of Sport'

A holiday for two in Japan, worth £1,500, is the first prize in the 'World of Sport' competition, designed to boost sales of Brylcreem, brand leader in the men's hair-dressing market.

Ten visits for two people to a top sporting event in 1972 are second prizes in the competition—a choice of the European soccer cup final, the Monaco grand prix, the European ice skating championships in Stockholm, or the Prix de L'Arc de Triomphe in Paris. Two thousand copies of the Guinness Book of Records will be awarded to third place competitors in the competition, which runs until September 30 this year.

A three-dimensional full colour range of supporting display material, comprising large and small dumpbin headboards, wire basket headboards, shelf clip inserts and shelf flags, is available to retailers.

To enter the competition, consumers have to complete a form banded to Brylcreem packs, answering six simple questions correctly. Then entrants are required, using the initial letters taken from the word 'SPORT,' to select five words which in their opinion best describe Brylcreem. Each entry has to be accompanied by the red foil seal from the inside of a Brylcreem tub.

Display material dramatically illustrates sportsmen in action, graphically expressing the overall sporting theme of the promotion. (Beecham Toiletry Division, Beecham House, Brentford, Middlesex.)

## Quant kit from Ronson

Ronson describe their spring and summer promotion for the top selling Rio hair-dryer as "a real eye-catcher." Until August 31, every purchaser can send for a Mary Quant Paintbox make-up kit for only £1.20, instead of the £2.50 recommended price.

To highlight the promotion, Ronson have produced a special pack crown and showcard which are obtainable from representatives or direct. Paintbox Kit order forms, which are in a dispenser at the back of the show card, should be handed to Rio purchasers for completion and posting to Ronson Products Ltd, Leatherhead, Surrey with cheque or postal order and guarantee card.

## Modular packs for Lady Jayne

Within only one month of the launch of "modular" packaging for the Lady Jayne range of hair aids, Loughton & Sons Ltd, Warstock Road, Birmingham 14, have already issued 500 display units to retailers—and have a further 550 "on the way."

The aim of both the packaging and the displays is to allow the products to "sell themselves" by letting the customer see and choose from the whole selection available without having to ask for an assistant's help. The modular system allows the packs to be interchanged and substituted on the stands quickly and simply.

The four versions of the stand are illustrated at the foot of the facing page. Left is the de luxe, centre back the wall stand, right the slimline, and centre front the gondola. The first three give merchandising area to floor area ratios of 6:1, 3:1 and 7:1 respectively.

# Cream of conditioners!



First in the field of hair conditioners, Estolan still goes on from strength to strength. Each year sales increase. The real proof of the product is in the buying. Skim off some of the cream and profits for yourself. Stock and show Estolan, cream of conditioners. Cream for your customers. Cream for yourself.

Estolan in tubes – 87p (17/5) per doz. from your usual wholesaler Recommended retail price 15p (3/-) each.

**OSBORNE, GARRETT, NAGELE, LTD.,** Makers and suppliers of every hairdressing requisite.



# DISPLAYS



L'Oréal have introduced a new 300 g size of Elnett Satin hairspray (£0.94), replacing the 360 g pack. It comes in normal and extra formulas



## DOCTOR PRAISES *Gill's* DANDRUFF REMOVER *Medicated* SHAMPOO

A doctor now adds his unsolicited testimony to the hundreds of letters we have received from men and women praising the effectiveness of Gill's Shampoo.

Read what this doctor says:

North Ferriby,  
Yorkshire.

Dear Sirs,

Please could you send me a further supply of Gill's Dandruff Remover Medicated Shampoo. I have been using this for more than 20 years and find it is the only thing which will prevent my scalp becoming itchy and sore.

Yours truly,

(Signed) Dr. J. G. A.,  
M.B.B.S. D. Path. F.R.C.Path.

Gill's is the perfect shampoo for troublesome scurf, dandruff, sore and itchy scalps. It leaves the scalp clean and healthy and the hair softer with a delightful toned up feeling.

### RECOMMEND IT WITH CONFIDENCE

Prices:

Retail: 19p bottle  
(£1.20 per doz.)

Family size: 41p  
bottle (£2.65 per doz.)

All trade prices plus PT



## BEAUTISALES LTD.

35 Old Bond Street, London, W1X 4JH

Telephone: 01-493 2565/6



# PROBLEM OF FINE HAIR SOLVED

Until recently there was nothing on the chemist's shelf, or indeed on the market at all, which could provide the answer to one of the most common problems which women experience with their hair — and that is the problem of fine hair. Good quality shampoos and conditioners can help, but they will not alter the fact that the hair itself is fine. Anyone possessing this type of hair knows how difficult it is to keep a style in place for any length of time, and although average setting lotions will also help, they do not greatly increase the hair's ability to withstand several days of exposure to the elements.

Nutress Laboratories worked on developing a product that would solve the fine hair problem and came up with the formula which they felt provided the "missing link".

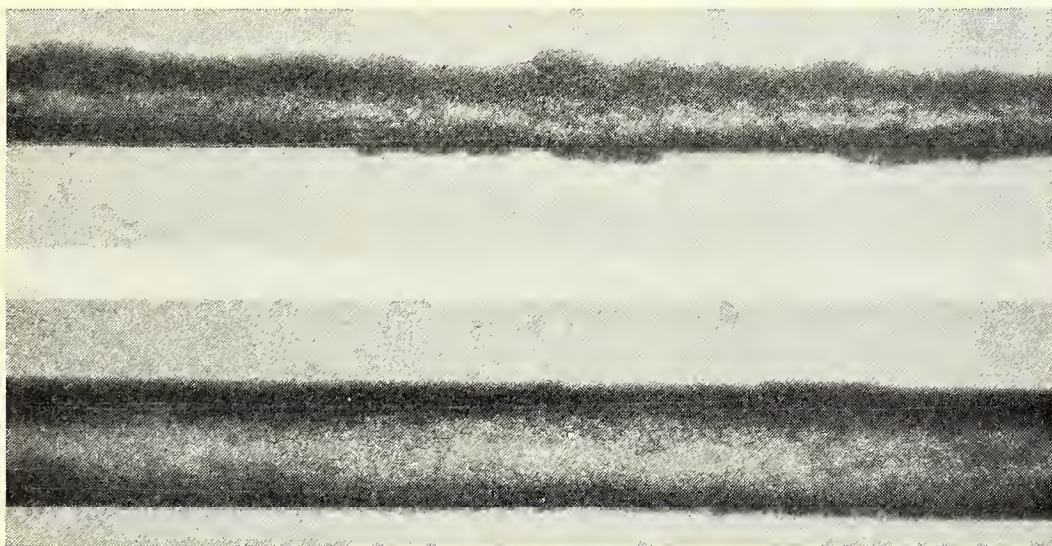
Thicken Hair was launched early this spring and was welcomed by the trade and consumer alike. Packaging and publicity drew the public's attention to the fact that here was the first product in Europe which could actually thicken fine or medium textured hair.

Thicken Hair both thickens each individual hair strand, and sets and conditions.

It works by penetrating and encapsulating each hair strand, adding diameter, bulk and body to all types of hair, but especially to thin, weak or damaged hair. The product is formulated with substantive proteins to give a balanced conditioning action. The penetrating quality aids inner hair structure while the flexible outer sheath, which is transparent, strengthens and protects the cuticle layer. Thicken Hair is used after shampooing, in place of a setting lotion. It does not build up in the hair, washes out easily and needs re-applying after each shampoo.

The photograph shows the "before and after" effect of Thicken Hair as seen under a microscope. Note the weak rough cuticle and damaged appearance of the hair before treatment.

It was discovered that Thicken Hair also produced an interesting side effect, an ability to control the "greasy hair" look from which many women, and men, suffer. Whilst the product does not eliminate the problem, it controls it to the extent of prolonging the interval between one shampoo and the next — and for the girl who has to wash her hair every 2-3 days, this proves to be quite a time-saver.



## Mobile display for Corimist

A locket, "the traditional symbol of love," has been built into the latest Corimist stand offered by Schwarzkopf. Fitted with a motor, the locket opens and shuts, revealing a lock of hair and the portrait of the girl who appears in Corimist advertising.

The stand is designed to display the new Corimist range, and can be powered from a domestic electric point. Available from Schwarzkopf, UK division, Corionol Ltd, 269 Field End Road, Pinner, Middlesex.

Swarzkopf also offer a stand holding fine hair care products, backed by a showcard, or a separate showcard.

## CORIMIST

To dry hair, with love

## Pifco produce 'gun' hairdryer for men

New from Pifco is the Ranger hairdrying "gun" for men. The pistol-grip dryer is designed for modern men's hair styles which require rapid drying of longer length hair. Styling and presentation are obviously masculine.

Though small in size, the Ranger is made from high-impact plastic, and weighs only 12 oz. It has an on-off trigger on the handle and is supplied in a brown grained plastic travel case with 6 ft of twin PVC covered flex. Colour is deep jade and the price £4.95. (Pifco Ltd, Pifco House, Princess Street, Failsforth, Manchester.)

## Hair spray joins Tried & True range

Max Factor are currently selling in to the trade Tried & True Soft Hair Spray, described as a gentle, firm-holding aerosol hair spray with built-in conditioner.

An addition to the Tried & True range of hair preparations, the spray is designed to meet the critical demands of the well-groomed woman who realises the importance of a well cared for head of hair. It combines the essential basic characteristics of a spray designed for current hair fashions:

- ☐ Firm, gentle, completely natural-looking holding power.
- ☐ Special conditioning action to retain the glossy appearance and easy manageability of healthy hair.
- ☐ Suitable for all types of hair, even coloured or lightened.
- ☐ Recommended for use on wigs and pieces whether real or synthetic.
- ☐ Contains no lacquer, therefore it is soft and non-sticky, brushing out quickly and easily.
- ☐ Discreetly scented with a pleasant, slightly astringent fragrance it avoids conflict with perfume.

Pack is an elegantly designed aerosol container of 325 g (£0.71). (Max Factor Ltd, 16 Old Bond Street, London W1.)

## New shade chart for Loving Care

Available with the recently repackaged Clairol Loving Care hair colour is the new shade card illustrated below. Folded inside out the chart doubles as a shelf talker for four packs. (Bristol-Myers Co Ltd, Stamford House, Station Road, Langley, Bucks.)





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